

# GRAIN & FEED JOURNALS

## CONSOLIDATED

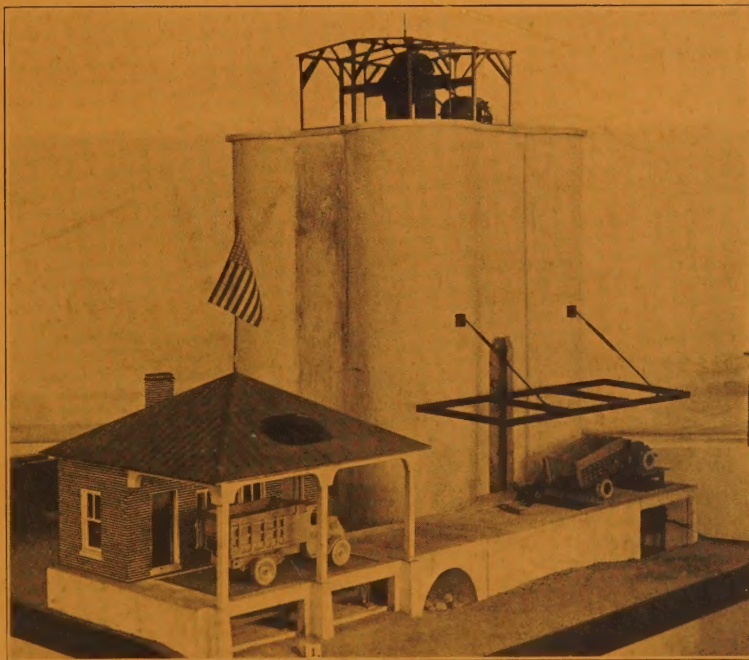
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*A Merger of Grain Dealers Journal, American Elevator & Grain Trade, Grain World and Price Current-Grain Reporter.*

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The Last Word in Grain Handling Facilities for Country Stations.  
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# Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

*HAVING YOUR name in this directory will introduce you to many old and new firms during the year, whom you do not know or could not meet in any other way. Many new concerns are looking for connections, seeking an outlet or an inlet, possibly in your territory. It is certain that they turn to this recognized Directory, and act upon the suggestions it gives them. The cost is only \$10 per year.*

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Henneman Grain & Seed Co., seeds and grain.\*  
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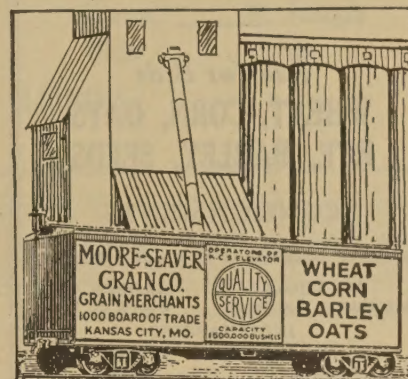
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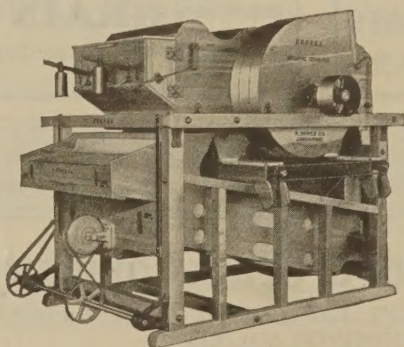
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Western Millers Mutual Fire Insurance Co...Kansas City, Mo.  
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 Michigan Millers Mutual Fire Insurance Co...Lansing, Mich.  
 Mill Owners Mutual Fire Insurance Co....Des Moines, Iowa  
 Millers Mutual Fire Insurance Co.....Harrisburg, Pa.  
 Millers Mutual Fire Insurance Co.....Fort Worth, Texas  
 Pennsylvania Millers Mutual Fire Ins. Co...Wilkes-Barre, Pa.  
 Millers Mutual Fire Insurance Association.....Alton, Ill.  
 Grain Dealers' National Mutual Fire Ins. Co.  
 .....Indianapolis, Ind.  
 Millers National Insurance Co.....Chicago, Ill.

## Mutual Fire Prevention Bureau

230 East Ohio St., Chicago, Ill.

A service organization maintained by the Mill Mutuals.

## Grain Shipping Books

**Record of Cars Shipped** facilitates keeping a complete record of each car of grain shipped from any station, or to any firm. It has the following column headings: Date Sold, Date Shipped, Car Number, Initials, To Whom Sold, Destination, Grain, Grade Sold, Their Inspection, Discount, Amount Freight, Our Weight Bushels, Destination Bushels, Over-Short, Price, Amount Freight, Other Charges, Remarks. Book contains 80 double pages of ledger paper, size  $9\frac{1}{2} \times 12$  inches, with spaces for recording 2,320 carloads. Well bound in heavy black pebble cloth with red keratol back and corners. Shipping weight,  $2\frac{1}{2}$  lbs. Order Form 355. Price \$2.75, plus postage.

**Sales, Shipments and Returns.** Is designed to save time and prevent errors. The pages are used double; left hand pages are ruled for information regarding "Sales" and "Shipments"; right hand page for "Returns". Column headings provide spaces for complete records of each transaction, one line. Book contains 80 double pages of ledger paper, size  $10\frac{1}{2} \times 16$  inches, with 8-page index. Spaces for recording 2,200 cars. Bound in heavy canvas with keratol corners. Weight,  $3\frac{1}{2}$  lbs. Order Form 14AA. Price \$3.10, plus postage.

**Grain Shipping Ledger** for keeping a complete record of 4,000 carloads. Facing pages are given to each firm to whom you ship and account is indexed. Book contains 80 double pages of ledger paper with 16-page index, size  $10\frac{1}{2} \times 15\frac{1}{4}$  inches, well bound with black cloth covers and keratol back and corners. Weight, 4 lbs. Order Form 24. Price, \$3.25, plus postage.

**Shippers Record Book** is designed to save labor in handling grain shipping accounts and gives a complete record of each car shipped. Its 80 double pages of ledger paper, size  $9\frac{1}{2} \times 12$  inches, provide spaces for 2,320 carloads. Wide columns provide for the complete record of all important facts of each shipment. Bound in heavy black cloth with keratol back and corners. Shipping weight,  $2\frac{1}{2}$  lbs. Order Form 20. Price \$2.85, plus postage.

### Grain & Feed Journals

CONSOLIDATED  
 332 South La Salle St., Chicago, Ill.



## GRAIN ELEVATOR BUILDERS

### T. E. IBBERSON CO.

#### GRAIN ELEVATOR BUILDERS

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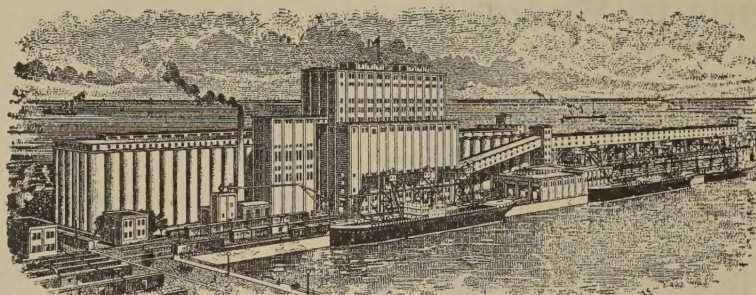
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Capacity  
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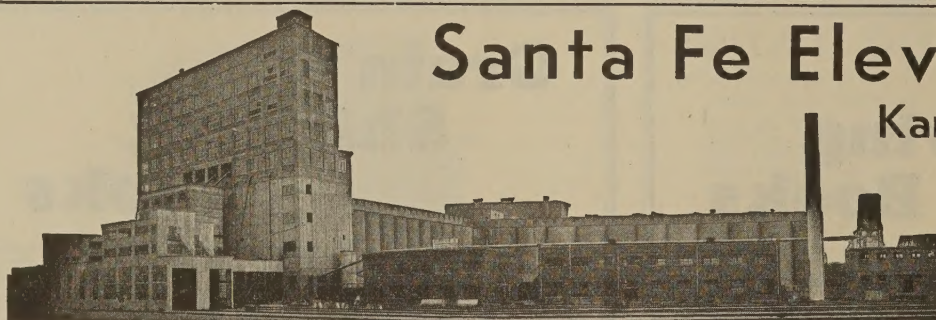
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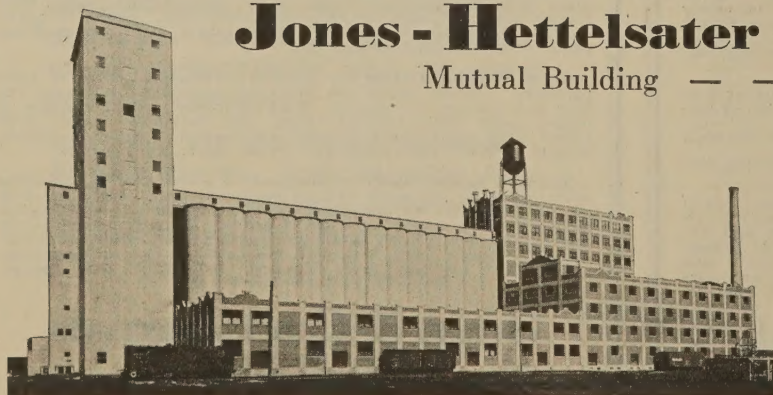
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2 Story Warehouse

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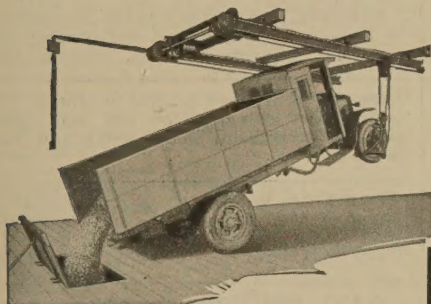
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CONSULTING ENGINEER  
R. 505, 327 S. La Salle St., Chicago  
New Special Spouting System  
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Elevator Designs — Dustless Conveying  
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#### Cover's Dust Protector

Rubber Protector, \$2.00  
Sent postpaid on receipt  
of price; or on trial to re-  
sponsible parties. Has auto-  
matic valve and fine sponge.  
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### McMillin Truck Dump For Electrical Power



A dump especially adaptable to low driveways due to its construction being such that the vehicle can be raised until it strikes the ceiling which in the majority of cases is very essential for both satisfactory dumping and speed. With other overhead dumps the height is limited to the lower part of the overhead carriage.

This is an all-steel overhead dump; the power unit being completely assembled in one electrically welded steel frame, which includes winding drums, motor, and worm gear in one unit.

Installation consists of hanging the track, all other parts of the dump are either mounted on or clamped to track which makes a very inexpensive dump to install.

For prices, plans for installation, and descriptive circular

Address to

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### ZELENY Thermometer System *Protects Your Grain*

Estimates cheerfully given.  
Write us for catalog No. 6.

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542 S. Dearborn St. Chicago, Ill.

### You Can Sell Your Elevator

by advertising directly  
to people who want  
to buy, by using a

**Grain & Feed Journals  
Want Ad.**

*When in Minneapolis  
Stay at*

### The NEW NICOLLET HOTEL

Opposite Tourist Bureau on  
Washington Avenue  
The Northwest's Finest Hotel.  
600 rooms with bath or  
connecting.

Every room an outside room.  
Largest and Finest Ballroom  
in the Northwest.

#### Rates:

59 Rooms at \$2.00	257 Rooms at \$3.50
68 Rooms at \$2.50	41 Rooms at \$4.00
84 Rooms at \$3.00	38 Rooms at \$5.00
Suites and Special Rooms at \$6.00 to \$9.00	

#### MAIN DINING ROOM COFFEE SHOP

3 Blocks from both Depots, Re-  
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**W. B. CLARK, Mgr.**

**Your Elevator's Wants Are  
Supplied in These Columns**

**Use Universal Grain Code  
and Reduce Your Telegraph Tolls**



# Wanted and For Sale

The rate for advertisements in this department is 25 cents per type line each insertion

## ELEVATORS FOR SALE

**ELEVATORS FOR SALE**—One located at Prescott and one at Diamond Bluff, Wis. Write Prescott Exch., Prescott, Wis. Terms.

**ILLINOIS**—Elevator, Wholesale and Coal Business for sale or lease; fine territory; lots of grain; owner paralyzed. Address Box 228, Loraine, Ill.

**OHIO**—Elvtr. & Lbr. Yd. for sale; sep. businesses; will sell either account ill health; good loc.; two r. r.; good grain & feed terr. Monnett & Cleveland Co., Caledonia, O.

**INDIANA**—Elevator and three large store rooms for sale; showed profit 1931-32; extra good in 1933. Will stand all kind of investigation; failing health reason for selling. Campbell & Ogles, Greencastle, Ind.

**CENTRAL KANSAS**—10,000 bu. modern iron-clad elevator for sale; coal and feed can be handled. Lumber yard across street that can be bought or leased. Address 69V9 Grain & Feed Journals, Chicago, Ill.

**MONTANA**—110,000 bushel steel elevator and grounds for sale; electric power; flaking mill; receiving separator; manlift; pneumatic truck lift; two 150-bushel hopper scales; main line N. P. Ry. Best grain valley in state, noted for its malting barley. Write for particulars to 70M18, Grain & Feed Journals Consolidated, Chicago, Illinois.

## RECEIVER'S SALE.

Elevator known as The Ottawa Grain and Milling Company, Ottawa, Ohio. The same will be offered privately.

Write Guy E. Kersh, Receiver, Ottawa, Ohio.  
Guy E. Kersh, Receiver.

Albert H. Straman,  
Attorney for Receiver,  
Ottawa, Ohio.

**ELEVATORS FOR SALE**—We have a number of elevators for sale in desirable localities. They are all operating or in operating condition and prices are low. If you are interested in an elevator at any of the following locations write me: Simpson, Olmstead County, Minn.; Mooreton, Richland County, N. D.; Merricourt, Dickey County, N. D.; Judith Gap and Oxford, Wheatland County, Mont.; Acme, Teton County, Mont.; Egan, Moody County, S. D. We also have houses at Lake County, S. D.; Grant, Redwood and Lyon Counties, Minn., which can be purchased at reasonable prices. Full information may be obtained by writing George M. Rockwell, Trustee, 607 Board of Trade, Duluth, Minn.

## ELEVATORS FOR SALE

**IOWA**—Modern elevators for sale in good territory. Want to retire from business. O. A. Talbott, Keokuk, Iowa.

**CENTRAL ILLINOIS**—30,000 bus. elevator for sale; cribbed construction; iron clad; modern in every way; good oats and corn territory; low cash price. Box 671, Bloomington, Ill.

**CENTRAL IND.**—40M bus. elvtr. for sale, iron-clad, elec., fully equipped, coal, feed, Big 4 RR.; excell. terr.; entire plant in good physical condition; don't write unless you mean business; state terms you can propose. L. W. Kirtley, 4450 Capital Ave., Indianapolis, Ind.

**OKLAHOMA** Elevator for sale or will lease to right party. On account of age, 35,000 bus. capacity cribbed elevator, electrically equipped; Howe hopper scale, 72,000 pound capacity; power unloader; wareroom 24'x100'; hammer mill and corn cutter; brick office; 10 ton Howe platform scale; in good condition; in good wheat and oat territory; located in Perry, Oklahoma County seat town of 5,000. Good schools and churches and ideal climate. Elevator located on Santa Fe and Frisco Railroads and in good condition. E. J. Miller, Perry, Okla.

**ALMOST ANYTHING YOU WANT** can be promptly obtained through JOURNAL want ads.

## ELEVATORS WANTED

**GRAIN ELEVATOR** wanted in Illinois or Indiana. Must show good volume. State particulars in first communication. Address 70J2, Grain & Feed Journals, Chicago, Ill.

## HELP WANTED

**AGENTS** with successful experience wanted to sell hammermill line, exclusive territory, liberal commission. Address 70L1, Grain & Feed Journals, Chicago, Ill.

**BARGAIN IF TAKEN AT ONCE**—Some one is always looking for an elevator at a good grain point and reads these ads just like you're doing now, so if you wish to dispose of your present property, enlarge your present interests, or embark in the grain business. USE these columns to your best advantage just as others are doing. WE WILL assist you in the composition of copy free. We are in business to be of service to YOU. There is no wrong time to put an ad in the columns of the Journal. TRY IT.

## MILLS FOR SALE

**GEORGIA**—If interested in buying a 2,000 bus. per day grist mill located in Macon, Ga., at bargain write W. G. Eager, Valdosta, Ga.

**FINEST MILL PROPERTY** in Wisconsin for sale; capacity 50 bbl. wheat, rye, and feed; equipped with Barnard & Leas machinery; water and elec. power; merchant and custom grinding; good established business; very best farming and dairying; all modern up-to-date dwelling. Terms reasonable. Persons without any capital need not inquire. P. O. Vogler, Fall Creek, Wis.

## FREE EMPLOYMENT SERVICE

**EMPLOYERS** wanting help experienced in gr. trade work can obtain competent workers for every dept. FREE from Sam M. Raymond News Bureau, Board of Trade, Chicago, Ill.

**Whenever there is a real opportunity of interest to the grain trade, it is usually registered in the "Wanted—For Sale" columns of the Journal.**

## SITUATION WANTED

**STEADY POSITION** wanted by married man as helper; grain elevator and lumber yard experience. Address Box 481, Minonk, Ill.

**On the other end of the Journal's "Wanted—For Sale" columns you will find 9,000 grain dealers anxious to know what you have for them.**

**POSITION WANTED** as manager of country elevator; can handle any merchandise lines. Would lease good elevator if located right. Write 70J3, Grain & Feed Journals, Chicago, Ill.

**WANT POSITION** managing grain or feed business; over 20 yrs. exper.; have handled about every sideline, including feed grinding and mixing; good bookkeeper; refs. furnished. Write 70L4, Grain & Feed Journals, Chicago, Ill.

**POSITION WANTED** as manager of elevator or line of elvtrs.; 20 yrs.' successful exper. in Ill., Ind. and Ohio; acquainted all phases grain, feed, seed and sidelines; capable managing large plant with volume of business; now employed as manager by one of Ohio's large co-op. elvtrs. 70J12, Grain & Feed Journals, Chicago.

## BUSINESS OPPORTUNITIES

**MINNESOTA**—Feed, flour and seed store, with feed grinding and mixing in connection; good business; good town; heart of Minnesota's 10,000 lakes. Address H. L. Lindgren, Battle Lake Feed Mills, Battle Lake, Minn.

**FOR A SMALL INVESTMENT** a hustling grain man can secure an interest in a going receiving and shipping business at good Illinois market. Operate seven country stations each doing good business. One of partners wishes to retire. All replies held in confidence. Address 70L2, Grain & Feed Journals, Chicago, Ill.

**Every penny invested in a Journal "Wanted—For Sale" ad returns an amazing per cent of profit.**

## FIELD AND GRASS SEED FOR SALE

**SEED BUYERS AND SELLERS** can quickly sell any quantity or buy any amount or quality by making their wants known through the "Seeds Wanted—For Sale" columns of the Grain Dealers Journal, Chicago, Ill.

## Modern Methods

**GRAIN & FEED JOURNALS**  
CONSOLIDATED

332 So. La Salle St., Chicago

**Gentlemen:**—In order to keep posted on modern methods of elevator management, I wish to receive the *Grain & Feed Journals Consolidated* semi-monthly. Enclosed find Two Dollars.

Name of Firm.....

Capacity of Elevator Post Office.....

.....bushels State.....



**MACHINES FOR SALE**

**82-FT. NEW ELEVATOR** Cup Belt for Sale. O. A. Campbell, Hollis, Kans.

**HAVE CHANGED** to electricity, will sell my rope drive and machinery complete cheap. F. A. Bruns, Wilmington, Ill.

**NO. 7 MONITOR** Dustless Corn and Grain Separator for sale in good running order. Perry Lambert, Hiawatha, Kans.

**CORN CRACKER & Grader**, ton per hr. with or without 5-h.p. motor; guaranteed. 70M2, Grain & Feed Journals, Chicago, Ill.

**COAL UNLOADER**, 25' boom, Fairfield Portable, with 5-h.p. motor and cord. Extra good condition. 70M1, Grain & Feed Journals, Chicago.

**STOP! READ! THINK!** One advertiser writes, "Your service brought me 24 replies." We can do the same for you. Don't wait, write now"

**BATCH MIXERS**—New Horizontal type. All capacities. **SAVE MONEY.** Write for details and prices. Standard Mill Supply Co., Waldheim Building, Kansas City, Mo

**ATTRITION MILL PLATES**—Hammer Type for 20", 22" and 24" Mills. We also do expert plate regrounding. Write for summer prices. L. F. Perrin Co., Box 375, Port Huron, Mich.

**REAL BARGAINS**—1 Fairbanks Morse No. 1909 Automatic 5-bu. Scales with regulating valve; also 140 ft. 12 in. used Conveyor Belt with buckets. Victoria Far. Elvtr. Co., Victoria, Ill.

**BARGAINS** — 3-bu. Richardson Automatic Scale; No. 3 Jay Bee Hammer Mill with 40-h.p. Motor, same as new; Eureka Double Scourer; Eureka Receiving Separator; Pulleys, Hangers, etc., for sale. R. H. Trent, Hiawatha, Kans.

**BOSS AIR BLAST CAR LOADER** Rebuilt at the factory and carrying the same guarantee as a new machine. **BARGAIN.**

Pneumatic Grain Machinery Co.,  
38 So. Canal St., Dayton, Ohio.

**HIGH GRADE ATTRITION MILL** for sale; 20-h.p. 220v, 3 phase, 60 cy. This is a new machine manufactured by the leading mill machinery manufacturer, and can be bought for \$600 cash, half original selling price, or terms to responsible firm. Address 70L10, Grain & Feed Journals Consolidated, Chicago, Ill.

**MACHINERY BARGAINS**—25-h.p. Fairbanks Morse Type Y Engine; used Coal Conveyor; Rosco Ajax Oat Huller; 60-h.p. Motor; combined Corn and Grain Cleaner; 3-bu. Richardson Automatic Scale; 4-bu. Richardson Automatic Scale. All priced low and in good condition. Many other items. Send us your wants. The Sidney Grain Machinery Co., Sidney, Ohio.

**NEW AND REBUILT MACHINERY**

Air blast car loader; car puller; corn cutter; corn cracker and grader; corn shellers; corn meal bolters; cracked corn polisher; cob crusher; 1-portable corn sheller; 1-oat clipper; 2 & 3 pair high feed rolls; bag cleaner; bag piler; Humphrey manlift; grain cleaners all makes and sizes; hammer mills new and used; grain driers; new vertical batch mixers; horizontal mixers; elevators all sizes; automatic scales; exact weight scales; power shovel; bran packers; Hughes Alfalfa Bolter. Complete equipment for the elevator and feed mill. Write your wants. A. D. Hughes Co., Wayland, Mich.

## Davis Grain Tables

show at a glance, or with one addition, the value of any number of bushels and odd pounds of wheat, ear and shelled corn, oats, and barley, at any price from 12c to \$1.75 per bushel, by  $\frac{1}{2}$ c rises. Well printed on book paper and bound, 256 pages, size  $5\frac{1}{2} \times 7\frac{3}{4}$  inches. Price, \$2.00, f. o. b. Chicago. Weight, 14 ounces.

**GRAIN & FEED JOURNALS**  
Consolidated  
332 S. La Salle St., Chicago, Ill.

**MACHINES WANTED**

**EMERSON SEPARATOR** wanted. Give full description, lowest price. Address Box 1036, St. Joseph, Missouri.

**WANTED**—9x30 and 9x36 Roller Mills. Bag Closing Machines. Mixers. Address price and full description to 68H2, Grain & Feed Journals, Chicago, Ill.

**SCALES WANTED**

**10-TON PLATFORM** Scale Wanted, not less than 16 ft. long. Must be in good condition. Stevenson Coal Mine, Haynes, N. D.

**ROOFING AND SIDING**

**RECLAIMED GALVANIZED** Iron 24 gauge for sale at half regular price. General Wrecking & Lumber Co., 6329 Wentworth Ave., Chicago, Ill., yard also at Camp Grant, Rockford, Ill.

**ENGINE WANTED**

**10 OR 15-H.P. TYPE Z** Fairbanks-Morse Engine wanted, must be in good running condition. What is your price?—T. E. Ibberson Co., 300 Corn Exchange, Minneapolis, Minn.

**ENGINES FOR SALE**

**ANY KIND, ANY SIZE, Any Price** engine, which is not in use, and which you wish to sell will find many ready buyers if advertised in the "Engines For Sale" column of GRAIN & FEED JOURNALS. Try it.

**PERFORATED METAL SCREENS FOR FLOUR AND FEED MILLS**

WE manufacture Perforated Metal Screens for Flour, Feed and Hammer Mills. Any size screen with whatever size perforation you desire. When in need of screens, let us supply you. Our prices are low and our screens are made of high grade long wearing steel. Chicago Perforating Co., 2439 W. 24th Place, Chicago, Ill.

**SAMPLE ENVELOPES**

**SAMPLE ENVELOPES—SPEAR SAFETY**—for mailing samples of grain, feed and seed. Made of heavy kraft paper, strong and durable; size  $4\frac{1}{2} \times 7$  inches. Have limited supply to sell at \$2.60 per hundred or in lots of 500, \$2.30 per hundred f. o. b. Chicago. Sample mailed on request. Grain & Feed Journals, 332 S. La Salle St., Chicago, Ill.

**MOTORS FOR SALE****ELECTRICAL MACHINERY**

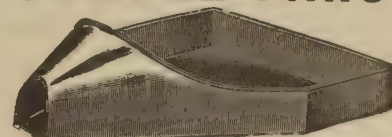
Large stock of motors and generators, A. C. and D. C., new and rebuilt, at attractive prices. Special bargains in hammermill motors 30 to 60 h.p., 1200 and 1800 r.p.m. Write for stock list and prices. Expert repair service. V. M. Nussbaum & Company, Fort Wayne, Ind.

**ELECTRIC MOTORS.**

Special— $\frac{1}{2}$ -h.p., 1800 r.p.m., 110/220 volt. AC, single phase, 60 cycle, repulsion induction **BRAND NEW** \$18.00 each net cash with order, only a limited supply available. Also a large stock of generators and motors, all makes, types and sizes, completely rebuilt and **ONE YEAR GUARANTEED**, for hammermills, grinders, etc. Write us on your requirements. **ROCKFORD ELECTRIC EQUIPMENT CO.**, 724 S. Wyman St., Rockford, Ill.

**SCALES FOR SALE**

**BARGAINS**—Fairbanks hopper scale, 300 bus. with counterpoise type recording beam. Price \$200.00. 6-ton 22' Fairbanks truss lever scale complete with steel \$125.00. Price f.o.b. Murphysboro, Ill. Address 70M13 Grain & Feed Journals, Chicago, Ill.

**SAMPLE PANS**

Made of sheet aluminum, formed by bending, reinforced around top edge with copper wire. Strong, light, durable. The dull, non-reflecting surface of the metal will not rust or tarnish; assists users to judge of the color and to detect impurities.

Grain Size,  $2\frac{1}{2} \times 12 \times 16\frac{1}{2}$ ", \$2.00 at Chicago.  
Seed Size,  $1\frac{1}{2} \times 9 \times 11$ ", \$1.65 at Chicago.

**GRAIN & FEED JOURNALS**  
CONSOLIDATED  
332 So. La Salle St., Chicago, Ill.

**Duplicating Wagon Load Receiving Book**

Hauler	Gross	Tare	Net	

This book is designed to facilitate the work of country buyers during the busy season when each farmer is delivering a number of loads daily. The above illustrates the half of the sheet which remains in the book. The outer half has the same rulings, but is printed on the other side of the sheet, so that when sheet is folded back on itself, and a sheet of carbon inserted, an exact duplicate will be made of each entry. Each page has room for name of farmer and 34 loads and is machine perforated down the middle so outer half may be torn out and given to the farmer or sent to headquarters of line company.

The book is  $12 \times 12$  inches, check bound with heavy boards, contains 225 leaves ruled both sides, and nine sheets of No. 1 carbon.

Order Form 66. Weight, 4 lbs. Price \$2.50, plus postage.

Send all orders to

**Grain & Feed Journals Consolidated**  
332 So. La Salle St., Chicago, Ill.



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# **CEDAR RAPIDS**

*Largest consuming center on corn and oats in the country.*

**Where**

Thriving industries and feeder trade always furnishing an outlet. Transit rates permit maximum flexibility in handling your grain and seeds.

Elevator storage space is available to meet the needs of every shipper.

A modern seed house facilitates cleaning and handling of field seeds.

**THESE CEDAR RAPIDS FIRMS WILL BE PLEASED TO SERVE YOU**

**La Budde Feed & Grain Co.**

**Peters Grain Co.**

**North Iowa Grain Co.**

**Rosenbaum Grain Corp.**

**James E. Bennett & Co.**

**Hamilton Seed & Coal Co.**

**Three-Minute Cereals Co.**

**Wilder Grain Co.**

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**BUY FROM . . SHIP TO . . CEDAR RAPIDS**

# **INDIANAPOLIS**

## **Board of Trade Members**

**have every market facility for giving shippers top markets.**

**It is a great market for both buyers and sellers.**

*These members invite your patronage.*

**Acme-Evans Co.**

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*Get the Indianapolis Habit.*



# GRAIN & FEED JOURNALS CONSOLIDATED

INCORPORATED

332 S. La Salle St., Chicago, Ill., U.S.A.  
Charles S. Clark, Manager

A merger of

GRAIN DEALERS JOURNAL  
Established 1898

AMERICAN ELEVATOR & GRAIN TRADE  
Established 1882

THE GRAIN WORLD  
Established 1928

PRICE CURRENT-GRAIN REPORTER  
Established 1844

Published on the second and fourth Wednesdays of each month in the interests of better business methods for progressive wholesale dealers in grain, feed and field seeds. It is the champion of improved mechanical equipment for facilitating and expediting the handling, grinding and improvement of grain, feeds and seeds.

SUBSCRIPTION RATES to United States and countries within the 8th Postal Zone, semi-monthly, one year, cash with order, \$2.00; single copy, 25c.

To Canada and Foreign Countries, prepaid, one year, \$3.00.

THE ADVERTISING value of the Grain and Feed Journals Consolidated as a medium for reaching progressive grain, feed and field seed dealers and elevator operators is unquestioned. The character and number of firms advertising in each number tell of its worth.

Advertisements of meritorious grain elevator and feed grinding machinery and of responsible firms who seek to serve grain, feed and field seed dealers are solicited. We will not knowingly permit our pages to be used by irresponsible firms for advertising a fake or a swindle.

LETTERS on subjects of interest to those engaged in the grain, feed and field seed trades, news items, reports on crops, grain movements, new grain firms, new grain elevators, contemplated improvements, grain receipts, shipments, and cars leaking grain in transit, are always welcome. Let us hear from you.

QUERIES for grain trade information not found in the Journal are invited. The service is free.

CHICAGO, ILL., JUNE 28, 1933

A WESTPHALIA Indiana elevator was gutted by a midnight fire recently before an alarm was sounded and the intrepid local news reporter writes, "Indications are that the place had been set on fire."

FURFURAL, developed from an acid treatment of oat hulls, is now credited by a prominent chemist identified with the Quaker Oats Co. with furnishing a profitable outlet for this waste product of the oatmeal mills.

THE TAX EATERS of Indiana have got the merchants of the state working overtime for them and July 1st Illinois will enforce a new tax of 2% on all sales. The recording of all taxable sales will necessitate more bookkeeping than ever by emergency grain and feed merchants.

FREIGHT rates are high because they include an excessive tax, and no reduction is possible unless the shippers and producers vote for lower taxes on all forms of productive activity such as transportation. The politicians who fatten on taxation are simply using the railroads as tax collectors to bleed the people white.

WEALTH of the United States has not diminished during the depression, only the valuation of it in dollars. The tangible property may have changed hands, but it is still here as a valuable asset in the hands of new owners, perhaps, who will more wisely handle the equipment, lands, buildings and machinery, for profit.

THE LEGAL conditions under which merchants, farmers and manufacturers will be required to operate, if they continue in business, are being changed so rapidly by our new Federal Administration that it behooves all to study carefully the new laws and regulations as enacted. Otherwise they are sure to get into trouble.

CLAIMS against the carriers for loss and damage are collectible when well founded; and the shipper who has not the time to press his claim should turn it over to an aggressive agency. In one year the Northwestern Retail Coal Dealers Ass'n filed loss and damage claims amounting to \$18,047.73 and collected for members \$17,200.15.

THE SHRIVELLED CONDITION of wheat from southwestern fields is now resulting in the delivery of so much grain weighing less than 50 pounds to the bushel, that country elevator men are somewhat hesitant about filling their bins with the new grain until a few shipments have shown them its true market value.

CHECKS are held good in payment of drafts with B/L when the drawer has funds in the bank, in a late decision by the Supreme Court of Arkansas published elsewhere in this number, which should put a stop to the unfair practice by state bank commissioners of charging checks of failed banks back to the depositors.

SO MANY fires originate in the boot and heads of elevator legs, grain elevator operators interested in the maintenance of their plants are naturally expected to exercise every vigilance in correcting these known hazards. Mutual policy holders have always been more careful about preventing fire losses because they know reduced losses reduce their premiums.

OWNERS OF CONCRETE elevators, whose crumbling walls puzzle them beyond measure, will be interested in learning that iron pipes are being installed about the heavy concrete work of the Boulder Dam for the sole purpose of circulating cold water about the concrete and thereby cooling the walls and preventing open joints or cracks. It is claimed that the temperature of all concrete rises rapidly after the mixture begins setting, and that unless artificial means are adopted for carrying off this heat, imperfect walls are sure to result. Many country concrete elevators crumble and disintegrate, but probably from an improper mixture, although the failure of some tanks has been traced direct to the high temperature prevailing at the time the concrete was poured. Most engineers know more about the proper construction of reinforced concrete walls today than ever before, but many of the smaller contractors have yet to learn the scientific technique of erecting concrete walls which will prove permanent.

THE PLAN for effecting the 25% reduction in the Agricultural Dept's expenditures for extension work and experiment stations has met with vigorous protests from the friends of the bureaucrats affected. Fortunately, the county agents have been so generally discredited by farmers, that their appeals for protection from the guillotine are meeting with small favor.

OLD MAN Drought, ably assisted by the Canadian grasshoppers is rapidly relieving our agitators and politicians of all worry about our depressing wheat surplus. Our wheat exports since July 1, 1932, have been 20,877,000 bus. against 93,740,000 bus. for the preceding crop year, but our crop for 1931 was 133,000,000 bus. larger than for 1932. If our 1933 crop of wheat continues to shrink our worry will be over imports not exports.

BURGLARS have broken into so many grain offices during the past year, thoughtful dealers are now beginning to adopt new means of protecting their property from these midnight marauders. One of the latest innovations along this line is told of in an Indiana news item this number, wherein the Hoosier dealer is erecting a non-climbable fence around his property. While such a fence may not keep out all thieves and burglars, it will keep out many, and doubtless is worth every cent it costs.

MANAGEMENT is the one essential to successful functioning of a railroad company or any other business enterprise; and the attempts of the R. F. C. to coerce railroad companies into cutting salaries by refusing loans would place men of mediocre ability at the head of railroad administrations. At the same time Coordinator Eastman steps in where he has no authority and demands that the railroads postpone their request for a belated wage reduction. How can freight rates be reduced unless wages and taxes are cut?

STUDENTS of current market news have long wondered at the wasteful redistribution of old market news by the so-called "Market News Service" of the Bureau of Agricultural Economics. This service has employed a large corps of re-write men and given employment to a number of bureaucrats without performing any service of value to persons really interested in the markets. Through this service the Government has paid about three million dollars a year for the collection and distribution of market information which had previously been distributed by private enterprise, over the radio, telephone, telegraph, through the daily newspapers, market reports and the market letters. By the time the Government circulated its re-hash, persons interested in the new factors affecting the market, were receiving fresh information. Naturally, the bureaucrats employed in this useless work are much offended by this contemplated economy of the Federal Government. But despite all the protests of the politicians, it now seems certain that the service will be discontinued after this month. The President has so ordered, and he is on the high seas, far from the disturbing threats of petty politicians and sapsuckers feeding at the public crib.



## The National Industrial Recovery Act

The National Industrial Control Act, which is designed primarily to minimize cut-throat competition and insure more regular and steadier employment to a larger number of workmen, is looked upon by many as a sure panacea for stagnant business and widespread unemployment.

The Government officials, working under the law, recognize the futility of dealing with individuals, as their great number would prohibit individual consideration, so the Government is turning to the trade and industrial ass'ns in an effort to solve the problems of each industry through close co-operation with the industry's trade organization. In other words, the Government is urging all merchants in each line of business to identify themselves with their trade organization so that they may have a voice in the drafting of a code of ethics for the guidance of those engaged in that line of business.

The textile mills and bituminous coal miners have already taken encouraging steps toward the drafting of a code of business ethics that shall help to promote the cause of fair dealing and fair wages. The Government seems perfectly willing to do almost anything to arouse business enterprise from its lethargy. Anti-trust laws have been suspended, and the Federal Reserve Banks have been forcing unusual amounts of currency into circulation through the purchase of Government securities with the hope that credit may be more easily obtained by enterprising manufacturers and merchants, and their business more vigorously promoted in the interests of both employers and employees.

It would seem that such stimulation should result in the early revival of business, and business surely has greatly improved during the last sixty days, although many economists insist it is due to depleted stocks rather than to artificial factors in stimulating business.

The grain trade ass'n leaders have readily recognized the value of this Governmental encouragement of group activities and increased their efforts to obtain members. The desire of non-members to obtain a voice in the drafting of a code of ethics to govern their business should result in a marked increase in the number of members of all the grain and feed trade ass'ns.

Grain dealers generally throughout the years have fully recognized the great advantage of working together with their brother dealers in the promotion of their common interests, and it is to be hoped that all will quickly accept the premium now placed upon membership by the Government itself. While it is not intended or expected that the Government will tolerate the unfair gouging of the buying or selling public, it will support members of every trade in an honest effort to obtain a fair living profit from their business.

When the Government attempted to regulate the grain dealer's profits during the world war, he handled grain on a wider margin than he had ever obtained previously, so it is natural to expect all dealers would be more than satisfied with any increase in the narrow margins now in vogue, even though he be limited to such margin.

## High Prices Obviate Processing Tax

Right in the beginning of the Agricultural Adjustment Act it is stated in the declaration of policy that it is the purpose of the government to maintain such a balance as will re-establish prices to farmers that will give agricultural commodities a purchasing power with respect to the articles farmers buy equivalent to the purchasing power of agricultural commodities in the base period, August, 1909, to July, 1914.

This problem has in it, therefore, four variables, the price of grain then and now and the price of other commodities then and now. Far from being an academic question as it was when the bill was enacted into law, the adjustment is facing a situation demanding prompt solution. It was not foreseen by the lawmakers that in the short space of six months the discrepancy in purchasing power sought by the law to be remedied would be removed by natural economic forces outside the law. Wheat for the May delivery at Chicago advanced from 43¼ cents Dec. 28, 1932, to \$1.06⅔ June 27, 1933.

The commodities the farmer buys have not advanced in price anywhere near the same percentage, therefore the purchasing power of the wheat grower has vastly improved.

According to the National Industrial Conference Board commodity prices fell an average of 36 per cent from 1929 to January, 1933. The average price of the commodities the farmer buys, according to the Department of Agriculture, was 161 in 1929, basing 1909-1914 as 100, so that deducting 36 per cent leaves the price of the commodities the farmer buys for family maintenance at 103. Thus the farmer's purchasing power at that level would be restored by a wheat price of about the 1909-1914 level. The farmer in those years received 86 cents for his wheat, according to the government. The average price of contract wheat at Chicago those years was \$1.05, the farmer receiving 19 cents under the Chicago quotation. As May wheat is now selling at \$1.06 expert mathematicians are required to calculate whether the farmer at current prices is receiving more or less than the price he is entitled to under the arbitrary 1909-1914 level chosen by the lawmakers.

Common sense would indicate that it is sufficiently near to dictate the abandonment for the present of the burdensome 30 cents processing tax on the consumer.

The federal wheat administrator is credited with the statement at Kansas City June 26 that the government intended to apply the processing tax on wheat and pay the farmers who agree to cut down their acreage for the 1934 crop despite the sensational advance in prices of all grains. His proposal that it might not be necessary to impose the tax after this year might well be reversed, to omit the tax this year and impose it next year, IF NECESSARY. In view of the fact the world's annual surplus is estimated at only 2 per cent it is dangerous to enter into wholesale agreements to reduce acreage.

Because the Federal Farm Board stole the horse in 1932 is no good reason for the present administration to lock the barn door in 1933.

## The World's Wheat Conference

While Australia and the Argentine Republic have been parties to the World's Wheat Conference, neither country waxes enthusiastic over the reduced acreage proposed by Canada and the United States delegates. Australia insists that it would be unfair for it to go in to an acreage reduction agreement without having some offset to balance the large carryover the United States and Canada now have in prospect. In other words, Australia wants these two countries to effect a greater reduction in acreage to offset the surplus wheat which will doubtless be carried over July 1st.

Argentina on the other hand is opposed to reducing its acreage because its acreage devoted to wheat has not been increased for years, while other countries have reported a material increase.

All of these factors stand in the way of hope for an agreement on a uniform reduction in the acreage devoted to wheat in each of the four large exporting countries participating in the wheat conference. If the conference does agree to a 15% reduction the first year and a 10% reduction the second year as proposed, it will surely result in a greater demand for fertilizer and choice seed than has ever before been known.

Human nature is much the same the world over, and wheat growers will feel duty bound to take advantage of any prospective increase in the demand for such grain by increasing their production. Importing countries of Europe would doubtless be perfectly agreeable to take more of our surplus wheat if we would permit the shipping in of their surplus products in exchange for the wheat, but so long as our high tariff bars the shipping of their surplus products, they are prompted to show their resentment by forbidding or taxing imports of wheat, and encouraging the use of substitutes. While few of the countries importing wheat have gold to pay for their needed supply, they feel constrained to limit imports until the United States is ready to accept their surplus goods in payment.

## The Elevator Operator's Delayed Improvements

News items reaching us from all parts of the country tell of the great rush now being made by elevator owners to make improvements and repairs of obsolete and rundown plants because the new crop is already in sight, and the high prices are moving a larger volume of old grain to market than the elevator operators ever expected to receive.

One Iowa elevator man, who was working his plant overtime in a desperate effort to deliver within contract time grain sold, was suddenly handicapped by the breaking down of wornout equipment, and his expense for hurry-up repairs greatly increased the cost of repairs long needed.

The obsolescence of the equipment of old elevators still handling grain is more of a handicap than elevator men generally are willing to admit. With the rush of grain to market from the combines in large trucks, the elevator operator is forced to provide larger and more dependable scales, faster



and more convenient dumps; larger capacity legs, as well as more efficient head-drives, distributors and cleaners.

The more efficient elevator is invariably more economical and more profitable. Farmers readily recognize the advantage of marketing their grain at a plant equipped with modern facilities for expediting the unloading and conditioning of their grain, and it is perfectly natural that such plants should be more attractive to all the progressive grain growers.

We have published many news items regarding the improvements of country elevators and the installation of modern machines in recent numbers of the Journal, and judging from the overworked condition of most of the grain elevator supply houses, elevator men generally are beginning to recognize the advantages of making needed repairs and improvements now.

The price of elevator machines and machinery has not been materially advanced, and the price of labor is still quite reasonable, so that it is still possible to rejuvenate and modernize your elevator for much less than it will cost next year. Those who procrastinate must expect to pay liberally for the privilege of operating out-of-date equipment. The reduced expense of operating a modernized plant will more than justify the initial investment. To procrastinate longer is to continue to operate under a handicap, and to insure the payment of a larger cost when the needed repairs and improvements are eventually made.

## Judgment Against Bank on Draft

The Rea-Patterson Milling Co. drew on the Hiegl-Thessing Grocery Co. for \$473.65 with B/L for a car of flour, thru the Bank of Conway, Conway, Ark.

The grocery company took up the draft with a check on the Farmers State Bank of Conway, but when the Bank of Conway forwarded to its correspondent bank in New York the state bank's draft for \$2,178.65 to cover this and other items it was refused, the state bank having closed its doors.

The state bank commissioner found the check, reversed the record that showed payment, returned the check to the Bank of Conway, which then charged it up to the grocery company, which had an account there also.

The grocery company brot suit against the bank commissioner and the Bank of Conway, the bank's defense being that the check was not paid. All parties having agreed on the facts the court, in a decision given Apr. 24, 1933, said:

It has been held where the drawers of an order had funds in the hands of the drawee on its presentation, a waiver by the payee of a cash payment and an acceptance of a bill of exchange instead extinguishes the debt although the exchange proves worthless. *Loth v. Mothner*, 53 Ark. 116, 13 S. W. 594. See, also, *Gust Johnson v. First State Bank et al.*, 144 Minn. 363, 175 N. W. 612, 9 A. L. R. 960; *Federal Reserve Bank v. Malloy*, 264 U. S. 160, 44 S. Ct. 296, 68 L. Ed. 617, 31 A. L. R. 1261; *Missouri P. Rd. Co. v. Taylor*, 185 Ark. 211, 46 S. W. (2d) 642; *Paton's Digest*, volume 1, p. 257, § 1566.

From these cases it will be seen that only the relation of debtor and creditor arose between the two banks upon the clearance of checks and giving the bill of exchange in payment of the difference and not an agency or trust relationship; and the check being presented to the bank, not for collection but for payment, the transaction amounted to a payment so far as the drawer of the check, appellee, was concerned, and they are discharged, the drawer having funds in the bank to its credit, the check in effect having been paid by the drawee upon presentation, it being conclusively presumed that he did not accept something in lieu thereof for which it had not been drawn—could not accept at the drawer's risk a check of the drawee upon some other bank.—*Bank of Conway v. Hiegl et al.* Supreme Court of Arkansas, 59 S. W. Rep. 486.

# Prevention of Dust Explosions

By C. W. GUSTAFSON, Chief Engineer Mutual Fire Prevention Bureau, before Ohio Grain, Mill & Feed Dealers' Ass'n.

What can be done to prevent dust explosions with their accompanying killing and maiming of humanity and the destruction of property? This might well be discussed under three separate headings:

(1) Elimination so far as possible of suspended or floating dust and removal of accumulations of dust.

(2) Removal of sources of ignition.

(3) Reduction of effects of an explosion and the extinguishing of fires which may serve as source of ignition.

**Housekeeping.**—Nothing is as important in the prevention of dust explosions as keeping the plant, whether a mill or elevator, free from accumulations of dust. This does not mean merely giving the floors a casual sweeping when time is available, but a thorough cleaning maintained on a continuous schedule basis. Dust which has settled on horizontal surfaces, such as on beams, window ledges and the tops of machines as well as that on walls should be swept down. Such dust is usually that which is involved in the disastrous secondary explosion. Spouting, elevators, machines and bins should be kept tight and in good condition so as to prevent issue of dust. Grain should not be spouted thru the open air for one should keep in mind that whenever grain is moved or disturbed, a certain amount of dust is liberated. Dust should not be permitted to accumulate in excessive quantities in dust houses or bins, and sacked dust should be removed as promptly as possible. Cyclone dust collectors should be vented to the outside of the building.

A complete dust control and collecting system is needed to prevent the dangerous floating dust from escaping into the building. This is especially true in the elevator sections of the plant where certain portions of the grain flow is in the open, as at tripper and conveyor belt discharges and at bin gates. The application of suction to such points will work wonders in reducing the amount of dust in suspension. Suction on elevator heads and boots, on scale garners, and similar places will also be of considerable assistance. Incidentally, such improvements also improve working conditions for the men in the elevator and the need for wearing respirators is eliminated. Even the venting of elevator heads, bins, and garners to the outside will be found to be a great help if means cannot be found to install the complete suction system. In the complete system floor sweeps should be included in order that the labor incidental to the removal of swept-up dust may be minimized.

**Removal of Sources of Ignition** is of equal importance in preventing dust explosions. There are many possible sources of ignition in mills and elevators, but we shall consider only a few of the outstanding ones.

**Foreign material** such as iron or steel objects entering grinding machinery or striking against the concrete walls of bins has proved to be a serious offender. To protect against this hazard there should be an effective electro-magnetic or pneumatic separator ahead of all feed and screening grinders as well as in the wheat stream ahead of the first break rolls. Ordinary permanent magnets are of small value and little confidence should be placed in them. The removal of foreign material from the grain as it comes to the elevator from cars or farmers wagons is a more difficult matter to solve, but some elevators have placed screen gratings over their receiving sinks having a mesh small enough to remove at least the larger objects. In this, the striking of sparks is not the only consideration, as large objects may lodge in elevator legs and cause sufficient friction heat to serve as a source of ignition.

It is important that bearings be maintained in proper condition, well, but not too well, lubricated and properly babbitted. Overheated bearings have been the cause of many explosions and fires. Bearings should be kept clean and free from accumulations of dust, oil and grease. In this connection, we feel obliged to mention anti-friction bearings of the ball or roller type which so many progressive mill and elevator owners have found to be admirably suited to their uses. Such bearings are practically hazard-free and require a minimum of maintenance. Consideration of their application to your plants is strongly recommended.

Machinery should be given the care necessary to its efficient and safe operation. The elevator leg is probably the most hazardous device in the mill or elevator but with proper maintenance, the hazard is materially reduced. It is important that the head and boot pulleys be kept in proper alignment so that they do not strike or rub against the head or boot. Head shafts should run free of the head and not be permitted to rub on the head itself. Cup belts should have sufficient tension so as to pre-

vent the cups from striking the leg or becoming engaged in obstructions in the leg casing. The fans of cleaners should be inspected occasionally to detect possible loosening of fan blades.

A most frequent source of ignition is electrical equipment. The breakage of electric lights is a common offender. For this reason, it is important that electric lights be protected by substantial guards and dust tight globes, especially those used as portables and those in the basement, tunnels, and similar dusty places of grain elevators. Fuses are, of course, required to be enclosed in tight metal cases as are all switches. Motors having slip rings or other sliding contacts are a source of danger and should either be enclosed in a suitable fire resistant room or replaced by motors of the so-called non-sparking type. Motors of the open squirrel cage type are required to be kept clean. In the dusty locations such as are so often found in parts of feed mills and elevators, and even in some parts of flour mills, it is usually found most difficult to keep motor windings reasonably free from dust. As a consequence, the breakdown of motors is a common occurrence. When breakdown occurs, the source of ignition is present, hence the need for very frequent attention to motors in those locations. The best solution for this problem is offered by the enclosed types of motors which are now available at reasonable prices. Such motors require no "blowing out" and should they burn out from overload or any other cause, the flame and arcs are confined within a substantial casing. Bearings on motors also need frequent inspection and attention to prevent the rotor from coming into contact with the stator and so cause trouble. Needless to say, all wiring for both lighting and power in mills or elevators should be in rigid steel conduit and this should be properly grounded.

It is probably unnecessary to mention that all open lights such as lanterns are prohibited in elevators and mills. Smoking and the carrying of non-safety type matches within the mill or elevator building should be absolutely prohibited on penalty of discharge to offenders of the rule. Open flame gas heaters and electric heaters are not permitted except in offices, laboratories or similar places which are practically free from dust. Windows should be screened to prevent the entrance of sparks from locomotives or other sources.

In spite of all that we do to prevent the existence of the conditions necessary for a dust explosion, it is expected that we will continue to have such explosions. However, a great deal can be done toward reducing the effects of explosions. Every fire is a potential dust explosion, hence the need for keeping all fire extinguishing equipment, such as water barrels and buckets, standpipe and hose, chemical extinguishers, and sprinkler systems in proper condition for immediate use or operation. A small fire which may prove to be the source of ignition for a serious dust explosion can often be extinguished by prompt use of such apparatus.

Much can be done in existing plants to reduce the effect of an explosion. For instance, in a fire resistive concrete elevator, it is sometimes found that a considerable quantity of wood has been introduced in the form of stairways, walkways, platforms, partitions, and machinery and its supports. Occasionally, we find that the wooden forms within concrete tanks have been left in place after construction work is completed. The presence of such combustible material adds materially to the havoc caused by an explosion and fire and its removal is a distinct step in the right direction.

**The venting of elevator legs, bins, and scale garners** is also an expedient of considerable value. The effect of such venting is to relieve the pressures accompanying an explosion in such enclosures and thereby prevent or at least diminish the damage which might otherwise be done to the building or equipment. Scientifically designed vents are now available which are coming into wide use in new construction as well as in existing plants.

During recent years, much has been done on the problem of venting. In the case of tightly constructed fire resistive elevators with a small amount of window area in proportion to volume, it has been found that very often sections of the wall are blown out by an explosion. Were adequate window area provided, it is likely that sufficient window lights would be blown out to relieve the explosion pressures and so prevent damage to the walls. But in modern elevators, many builders have gone farther and are providing window sash which open automatically in event of explosion and relieve the pressures developed before damage to the building, or even to the sash itself, occurs. In passing, it should

[Concluded on page 463]



## Asked—Answered

[Readers who fail to find trade information desired should send query for free publication here. The experience of your brother dealers is worth consulting. Replies to queries are solicited.]

### Stored Grain at Terminal Under Agricultural Act?

*Grain & Feed Journals:* Do we understand correctly that the shipping of grain belonging to farmers to the terminal elevators for storage is forbidden by the new agricultural marketing act?

Many elevators in this section accept grain for storage up to the limit of their elevator capacity and what is received over is shipped to a terminal elevator and put in storage. As the farmers come in and settle, this grain is gradually sold out of the terminal elevator. The local elevator often draws an advance on the grain put in store at the terminal. Under the new agricultural act, may this practice be continued?—R. C. Kephart, The Middle Point Equity Exchange Co., Middle Point, O.

**Ans.:** Paragraph 5 of Section 8 of the Agricultural Adjustment Act explicitly provides fine and imprisonment for any public warehouseman of any basic agricultural commodity who ships out the commodity without canceling the outstanding warehouse receipt. Wheat and corn are the basic grains named in the Act.

A public warehouseman is one who mixes the grain of different owners.

The law, of course, will be enforced only against grain elevator operators who fail to settle with patrons.

A grain shipper who violates the letter of the law, but who buys a future for protection, in case of a big rise in prices will be able to settle with patrons and thus escape prosecution.

### Loading Larger Car Than Ordered?

*Grain & Feed Journals:* I noticed a question raised on the "Asked-Answered" page of the Grain & Feed Journals for May 10 in regard to rules governing the loading of a larger car furnished in lieu of the smaller car ordered by shipper at carrier's convenience. According to your article I can load 69,000 lbs. into an 80,000 cap. car, and my B/L carrying the notation of the larger car furnished on my order for a 60; and I will therefore be charged freight on only 69,000 lbs. provided the load leaves a space of two feet from the roof of the car.

I have taken this up with the railroad agent here and he cites me Item 620-A and 660-A of Western Trunk Lines exceptions to Classifications No. 207-C supplement No. 13; ICC A-2304 which recites that in the above case a maximum of 66,000 must be observed, account 60,000 car ordered a limit of 10% greater than the capacity of the car ordered; otherwise the next greater capacity car in general use would apply in case the load exceeded 10%. Item 660-A merely states that the minimum weight to apply would be on the basis of the minimum weight of the car ordered but makes no reference to the maximum weight allowed. Will you please state the reference on which you based your answer?

Will you please make the above clear to me? I have occasion to use the above rules very often.—S. F. Carlson, Lehigh, Ia.

**Ans.:** The statement in the article is correct. The local railroad agent is giving shipper misinformation.

The general tariffs of the Western Trunk Lines referred to by the local railroad agent are superseded by the grain tariffs of the railroads.

Formerly there was a penalty, as claimed by the local agent, on the shipper loading more than 110 per cent; but the Transportation Department of the Chicago Board of Trade took up the matter with the carriers, explaining the injustice of penalizing a shipper who had taken in a few more loads of grain into his elevator after he ordered the car, when really the excess loading meant a more profitable haul for the carrier, so about fifteen years ago the penalty was taken off, on grain.

The roads' individual tariffs on grain contain a rule which does not provide a penalty when shipper loads in excess of 110 per cent of the capacity ordered.

It is unfortunate that local railroad agents should so mislead shippers, in many instances preventing them from loading a little extra grain into the car, which is their privilege. Of course, the 24 inches from roof of car limitation applies.

### Licensing Small Country Elevators?

*Grain & Feed Journals:* Will a small country elevator be compelled to take out a federal license to buy and sell grain?

Will it be legal to take grain from farmers into store for a few months until sold?

Will it be legal for a track buyer we have in this town to continue his practice of shipping farmers' grain to market and paying them the market price later when they want to sell?—Emil Samuelson, mgr. Farmers Union Co-operative Ass'n, Randolph, Kan.

**Ans.:** Paragraph 3 of Section 8 of the agricultural adjustment act, as published in full on page 369 of the Journals for May 24, and now in effect, provides that no one can handle any basic agricultural commodity or product thereof or any competing commodity without a license issued by the Sec'y of Agriculture, under penalty of a fine of \$1,000 per day.

Handlers of farm products desiring to comply with the law must wait until the Sec'y of Agriculture promulgates the regulations for the issuance of licenses. This has not been done, nor has the date been set for their issuance.

The law applies to the small country elevator and to track buyers without an elevator; but as the track buyer does not issue a warehouse receipt he does not violate paragraph 5 forbidding shipment of stored grain. An elevator shipping out stored grain can continue to do so, but only after canceling the warehouse receipt.

The Department of Agriculture will be more interested in collecting the processing tax from millers than in policing grain buyers. Any interference with the activity of buyers of cash grain or futures is likely immediately to be hurtful to the farmers' market.

### Is Elevator a Nuisance?

*Grain & Feed Journals:* Neighbors of the C. D. Jennings Grain Co. have petitioned the city commission of Hutchinson, Kan., to enjoin the operation of the elevator, alleging that dust and dirt were blown out of the elevator, and dust hauled out of the elevator and scooped up on the ground blew thru the houses.

One neighbor has started suit for \$2,500 damages.

Have there been any decisions on such a question?—Kansas.

**Ans.:** At Minneapolis and Omaha there have been cases that did not get to the higher courts.

At Allen, Tex., the Court of Civil Appeals of Texas issued a permanent injunction restraining the Houston & Texas Central R. R. Co. and J. T. Stark from operating the elevator because dust from the elevator filled plaintiff's house, covering the furniture, heat reflected from the high iron wall of the elevator scorched their faces and the dust falling on the roof made the water therefrom unfit for drinking. The defense stated that the appliances used were up-to-date and that no change in the equipment would make it less of a nuisance. The jury found that the plant was a nuisance. Reported in Grain Dealers Journal, Vol. 26, page 583, and 134 S. W. 373.

At Toledo, O., the Court of Appeals of Lucas County decided against the Toledo Seed & Oil Co., in a suit brought by Erya Nick to enjoin the dissemination of castor bean dust. The grinding of the seed cake after extraction of the oil produced the dust, afflicting the neighbors with asthma. The court order specified that operation of the mill must cease until some way was found to prevent the escape of dust. Reported in Grain Dealers Journal, Vol. 67, page 641, and 177 N. E. 894.

An elevator is not necessarily a nuisance. Care in operation and efficient dust collectors will prevent complaints by neighbors.

### Coming Conventions

June 27-29. American Seed Trade Ass'n, Sherman Hotel, Chicago, Ill.

June 28, 29, 30. Official Seed Analysts of North America at Chicago.

June 29, 30, July 1. Eastern Federation of Feed Merchants, Hotel Buffalo, Buffalo, N. Y.

July 24, 25. National Hay Ass'n, Olds Hotel, Lansing, Mich.

Sept. 18-19-20. Grain & Feed Dealers National Ass'n, Congress Hotel, Chicago, Ill.

Squirring under exposure by the comptroller-general of the United States the directors of the Farmers National Grain Corporation have adopted a resolution declaring that the newspaper reports of Comptroller McCarl's findings are unfair and partial. One of the charges is that the Farmers National, in taking over subsidiaries paid above their value for "good will" when they had no good will, being operated at a loss. Another allegation is that the Farmers National got money from the Farm Board at one-eighth of one per cent and lent to co-operatives at 6½ to 7 per cent interest.

### Frank A. Theis Chief of Grain Processing

The news that Frank A. Theis had been chosen chief of wheat processing and merchandising in the agricultural adjustment administration was received by the trade with the utmost gratification. From the point of view of the trade it is seen as a guaranty there will be no unnecessary interference with the present economical and orderly system of marketing; and it brings to the administration a trained mind capable of solving in the most direct manner the problems of the processing tax on wheat.

As a graduate of the University of Kansas Mr. Theis will rank high with the other members of the Washington "brain trust." He was born in Kansas City and after taking a law degree went with the Simonds-Shields-Lonsdale Grain Co., of which he is now vice pres., 15 years ago.

In 1931 he was elected pres. of the Kansas City Board of Trade. He is a member of the agricultural com'tee of the Chamber of Commerce of the United States, vice pres. in charge of agriculture of the Kansas City Chamber of Commerce and a director of the grain and Feed Dealers National Ass'n.



Frank A. Theis, Kansas City, Chief of Wheat Processing and Merchandising.



# Farmers Sacrificed by False Leaders

[From an Address by President Peter B. Carey, of the Chicago Board of Trade, before the Western Grain Dealers Ass'n.]

At the start I want to say that I think there are more cheerful days ahead. Conditions are better. The outlook is brighter. A recent price survey showed the current gains over the season's low prices. Cattle prices were placed at 22 per cent higher; hogs, 65; lambs, 31; wheat, 68; corn, 97; oats, 65; wool, 150; hides, 133, and lard 92 per cent over the season's low. No group of individuals are more delighted over improved farm conditions than are members of the Chicago Board of Trade. We are now in an economic Renaissance. We have stripped off our coats and begun overhauling, strengthening and rebuilding our system of finance, trade and commerce. Each day has always presented new issues in this restless nation, an aggressive, progressive nation which can no more stand still than can the tide of the sea.

**New Laws.**—Since the new Administration came into power there have been enacted certain laws which have caused at least a mild shudder among the so-called political and business conservatives. I submit that these laws are extreme and unusual, but hardly more unusual than conditions which forced the closing of all the banks of the nation and put some 13 million workers into idleness and fixed equity values, in some instances, below the actual cash on hand, depressing farm prices far below cost of production. I grant you that the misuse of powers accorded the President and some of his cabinet might prove disastrous. But I likewise contend that there is not the slightest reason to believe that there will be misuse of such powers.

All farmers are interested in the new farm relief act, so sweeping in scope and, admittedly, an economic and political powder mill. It comes on the heels of the Farm Board tragedy, a genuine tragedy to every American farmer, and so it must instill both courage and serious doubt among agrarians everywhere. But again I remind you that there is reason to believe that a complete dictatorship over agriculture, as so many pretend to fear, is hardly likely; I have confidence in the judicious administration of the law by Secretary of Agriculture Wallace just as I have confidence in the ability and capacity of Henry Morgenthau, Jr., governor of the new Farm Credit Administration.

Without attempting to predict the price of grain for the immediate future, but weighing and measuring all factors that normally enter into creation of values, I am drawn to the conclusion that we have entered a cycle that moves toward higher prices, and that regardless of temporary setbacks and regardless of any artificial measures taken, grain growing will again become a profitable pursuit.

Prices of corn and wheat usually move up and down together to a large extent, and so the price of wheat is vitally important to the corn grower. It seems to me we have heard too much of surplus wheat production, when more should have been said of reduced consumption. Our production has exceeded consumption, as it always should. As a matter of national safety we should always have a substantial carryover. In case of war, such carryover might even become the determining factor between victory and defeat. The more convincing thought is that there has been reduced consumption, due to a breakdown of distribution, incident to the worldwide economic disturbance.

Recent studies, including one by an able English authority, Sir Albert Humphries, place the increase in world wheat stocks over the past six years at an extremely low figure. Sir Albert fixed the figure at 2 per cent. This hardly indicates reason for our wheat price tumbling from around \$1.34 in Chicago, when Mr. Hoover's Farm Board took charge, to a low of around 43 cents.

Farm Board methods drove prices downward. With all due respect to the Arthur Hydes, the Jim Stones and to Rev. C. E. Huff, now head of the Farm Board offshoot known as the Farmers National Grain Corporation, I am constrained to say that if these men had deliberately gone forth to wreck and destroy American agriculture, they could not have done a better job with the 500 million-dollar fund placed at their disposal. Had they continued lashing agrarians into peasantry much longer, I am convinced a pitchfork revolution might have marched on Washington with a hotter determination than that of our forefathers who once dumped a little tea in the Atlantic. Some of the wrongs of Rev. Huff's Farmers National Grain Corporation are revealed in the sensational McCarl report now with a Senate committee for study.

The remnant of the old Farm Board gang is charged by independent co-operative farmer groups with unfair practices, with threats, coercion and use of the credit club. I remind you, too, that there will never be rest among the once peaceful co-operative grain groups as long

as money is pumped from the United States treasury into this Delaware corporation which is controlled by a small group of men and which with easy Federal funds has been able to pay salaries up to \$50,000 a year.

In passing it is interesting to note, too, that Rev. Huff, who had borrowed 16 million dollars from the Farm Board, just before election had sufficient influence with the then passing national administration to get this vast debt funded over a ten-year period at the amazing interest rate of one-eighth of one per cent. This descendant of the Farm Board does not like the established marketing system because it interferes with monopolistic control.

We believe in the open, competitive system of dealing in grain, for it is free and encourages participation by producers, distributors and processors. It is impartial and bars unfair advantages. It brings together buyers and sellers, thousands of them, and functions openly and honestly.

In the past several years sweeping changes have made terrific inroads in the ranks of true co-operatives. We now find concerted efforts on the part of self-appointed farm leaders to undermine the open market system of handling grain to be supplanted by monopolistic and subsidized agencies operating under the guise of co-operatives with mythical representations of being farmer-owned and controlled.

We all know how these operations have been carried on through the Farm Board, forcing organizations of producers, with hundreds of locally controlled elevators, into the Farmers National Grain Corporation, organized under the corporate laws of Delaware. With millions of dollars, leaders of this private corporation set about absorbing these local farm elevator units until it now controls, through lease or purchase, more than 75 million bushels of storage in the United States.

**Production and Price Control.**—More and more it is realized nothing is so difficult as the control of price in a commodity such as wheat. Even when we control acreage, there is a serious question as to what extent production may be controlled. Control of acreage does not mean control of rain and sunshine, nor of grasshoppers, nor of black rust and red rust and the score of other factors entering into crop yield. It is a part of record that in 1931 Kansas seeded an acreage of 12,800,000 acres and produced 239 million bushels of wheat. Next year with a seeded area of almost 12 million acres, the crop was but 106 million bushels. This year with a state acreage of 11,400,000 seeded, a government crop forecast placed production at only 58 million bushels. So between 1931 and 1933 there is an acreage decrease of 1,400,000 acres, but a crop decrease of 181 million bushels. In 1931 the Russian government enforced planting of a record wheat area, but weather cut down the crop to a point where famine stalked the land.

With these thoughts in mind, there is little wonder that some able agricultural experts are pointing out the necessity of surplus food production as a measure of national safety.

There is ample reason to believe that with removal of the harmful restrictions on markets, enforced by the late Farm Board, and with markets permitted to function normally again, there will be a return to the former method of quickly disposing of any protective surplus at prices profitable to the wheat grower. The Farm Board simply piled up our surpluses, held the price of wheat above the foreign market and created a vicious circle which enlarged surplus and depressed price. Thus our excess production was kept out of foreign consumptive channels.

**Harmful Market Restrictions.** I have especially in mind the prohibitive tax of 5 cents on every \$100 future commodity trade. In markets of large volume it is possible to survive this tax. But such volume occurs only intermittently. Hence this tax restricts trading, discourages investment support of the farmers' grain, and thus tends to depress prices at times when the largest possible volume is desirable to absorb all hedging trades from the country. This tax should be reduced at once for the welfare of the producer and the markets. Even in war-time it was only 2 cents, which was regarded as prohibitive, and cut in half. Every voter should urge his congressman to work for the reduction of this tax.

For a long time the grain trade has contended that the farmer was subjected to faulty leadership. This leadership has failed to delve deeply enough to find the real problems. Discriminations have placed a heavy burden upon the farmer. Give him an equal chance with other social groups, unchain him from restrictions not laid upon farmers elsewhere, and with his energy and thrift he will make agriculture profitable.

The chief discrimination, in my opinion, has been tariff legislation. In our early history, a protective tariff aided agriculture; it increased the number of domestic consumers. The farmer buys and sells, and the price he pays for things helps determine the question of profit on his farming operations. The trouble dates back 40 years when tariff rates began to increase, and continued to increase until they became almost an embargo, reducing the farmer's foreign market and at the same time raising prices of things he had to buy. He was caught coming and going.

The situation was somewhat checked by the World War, but when that was over the problem was again intensified. So-called farm leaders were apparently incapable of any real constructive effort. Yet the effect upon the farmer of high tariff rates is no mere matter of theory. Purchasing power of the farmers' products slid steadily downward. The government estimated farm products in 1919 at a purchasing power, measured in terms of retail price of the things he buys, of 109. In February, 1933, this purchasing power was 49.

**Speculation and Futures.** Too many farm spokesmen have devoted their major efforts to a general condemnation of straw men. They have ignored factual matter and have indulged in colorful phrases that would hit the fancy and produce membership dues. Speculation has been a favorite topic of condemnation. Yet there has always been speculation, and always will be speculation. The farmer speculates with rain, wind, hail and sunshine when he puts the wheat seed in the ground. With speculation there has always been some form of futures trading.

So it has gone down through the ages until today's economic system has been evolved. Producer and consumer benefit alike where a market is broad and liquid, where large purchases and large sales may be made without unduly influencing price. Speculation in commodities is not responsible for the price fluctuations. On the contrary, it is the natural fluctuations that invite speculation, and speculation is the steady factor essential to the expeditious handling of commerce. Fluctuations are far wider where no futures market and hedging facilities exist. The entire business of the world is conducted on a marginal basis, on credit, and the moment a community begins to exact spot cash payments because of an impairment of credit, trouble begins, for there is not tangible money enough in the world to transact business on a cash basis. So we have futures markets, hedging, speculation—all involving contracts to receive or to deliver.

Farm leaders and promoters, instead of teaching farmers the benefits of their established futures markets, have subjected the grain trade to more than 30 serious, comprehensive investigations by the federal government alone since 1890. Millions have been spent on these studies, and all the conclusions have been the same. Briefly, they may be summarized as follows:

The present grain marketing system is the product of one hundred years of slow but natural evolution. It has obeyed Nature's law of "survival of the fittest."

It is based on private initiative and individual effort—the same forces which have accounted for all solid and substantial economic progress of the American nation.

It is a highly competitive business.

It is conducted at the lowest margin of cost of any distributive system in America or the world.

The price of the farmer's grain is the actual and legitimate supply and demand price, and guarantees to the farmer all he is entitled to.



Peter B. Carey, President, Chicago Board of Trade.



## Crop Reports

Reports on the acreage, condition and yield of grain and field seeds, as well as on the movement to country markets, are always welcome.

Coldwater, Kan., June 15.—Crop out here is small.—W. R. Johnston Grain Co., W. R. Johnston.

Auglaize (Elida p. o.), O., June 13.—Our corn and wheat acreage are about 20% short of normal.—Irvin Sherrick, Sherrick Elvtr. Co.

Huntington, Ind., June 17.—Corn acreage is short of normal. The late planting is in poor condition.—H. O. Rice, Huntington Equity Exchange.

Fort Jennings, O., June 14.—The corn acreage thru here is about 15% short of normal. Growing conditions are not good.—R. C. Calvelage, Ft. Jennings Equity Co.

Harper, Kan., June 17.—Acreage around here about 75% of normal; wheat making from 6 to 12-bu. test; weight, 56 to 60 pounds.—E. I. Hull, mgr., Arning Grain Co.

Roanoke, Ind., June 16.—The rains of this spring cut off too sharply and corn has failed to get a good start. The oats acreage has been reduced.—H. A. Dinius & Son.

Delphos, O., June 14.—The acreage of corn and oats is a little short of normal. Wheat is in good condition, but rain is needed.—Fred C. Geise, The Delphos Equity Exchange Co.

Linwood (Alexandria p. o.), Ind., June 17.—Our corn acreage is about normal, but most of it was put in late and has been backward about growing.—Bernard Cody, Linwood Grain Co.

Enid, Okla., June 18.—About 75% of the crop here is harvested and in A1 condition as we have had no rain; yield from 4 bu. to 35 bu., which is a big spread; all dark wheat.—H. Ames.

Albia, Ia., June 22.—The acreage planted to corn and oats is as large as ever and the soya beans acreage is large, but the wheat acreage has been reduced. We have had no rain for a month, so it is very dry.—W. A. Wilkin.

Marion, S. D., June 20.—Small grain crop about gone; will only make feed, and not so good at that. Don't think there will be any threshing large area this year. Oats, barley and rye shot; may be a little wheat, but doubt it.—W. H. Barman.

Woodburn, Ind., June 15.—The acreage of corn in this section is above normal, but the crop has been doing poorly and re-planting of large areas is still under way. A lot of the oats were drowned out by excessive rains this spring. Wheat looks as tho it might make a good crop.—J. E. Augspurger, Woodburn Equity Exchange.

Caledonia, O., June 17.—Corn planting was about finished the forepart of this week. Wheat harvest will begin the last week of this month. and will be about 70% of an average crop. Oats and corn will not amount to more than a half crop on account of lack of moisture, and no indication of rain at the present.—J. A. Resler Elvtr.

Kansas City, Mo., June 24.—Average protein of 588 cars of wheat inspected by the Kansas department in the week ended June 23 was 12.44%, and 381 cars inspected by Missouri averaged 12.41%. The total of 969 cars had a weighted average of 12.42%, compared with 11.89% for 863 cars the preceding week and 11.53% for 850 cars a year ago.

Crandall, S. D., June 22.—Crops are all burned up now in this locality. The farmers are cutting their rye for hay and have turned their livestock in on the fields to get what they can. Very little grain left in the country, and no doubt feed and seed will be scarce. Many of the boys are still planting millet and sugar cane for feed.—J. P. Hegge.

Salina, Kan., June 16.—In order to show how the hot weather affected the wheat crop by shriveled grains and consequently reduced yields I figured this morning that a sample of new 60-pound wheat had 1,305,600 grains and a sample of 60-pound old wheat had 1,060,300 grains. I weighed and counted one ounce of wheat from each sample to get the figures for a bushel.—David Lorenz, with Shellabarger Mills.

Dimmitt, Tex., June 22.—The first loads of new wheat are just coming in and the quality is excellent in protein, weight, color, etc. The crop will be unusually light. This station ordinarily ships 1,000 to 1,200 cars of wheat, and estimate 300 this year.—Castro County Grain Co., by Clarence Byrnes.

Clyde, N. Y., June 22.—Wheat in this territory possibly will exceed last year's production. The condition of oats and barley is somewhat reversed due to the fact that the rainfall has been very slight and unless we receive considerable precipitation within the next week or two, we will have but one-half a crop.—Clyde-Renco Mfg. Corp., L. M. Warner.

Minneapolis, Minn., June 24.—Scorching heat has continued thruout the Northwest during the past seven days, with only slight scattered showers in a few localities. Grasshoppers and other insects are developing apace. Reports from South Dakota, southwestern Minnesota and southeastern North Dakota indicate that the moisture situation is desperate and that small grains are withering rapidly.—Archer-Daniels-Midland Co.

Pontiac, Ill., June 13.—Present prospects on the oats crop in this territory indicate a yield not to exceed 60-70% of an average crop. In some sections chinch bugs are damaging the crop badly, some farmers having plowed up a part of their oats and seeded the land in soya beans. Our corn crop is late and there remains some planting to be done. Considerable replanting is being done, due to ravage of cut worms on first planting. Consequently prospects for corn should be classed at this time as fair, on an average. However, early planted corn looks fine—20-25% of the acreage.—Hasenwinkle-Scholer Co., per J. A. Harrison.

Indianapolis, Ind., June 21.—The week closed with soil very dry in all sections and all growing crops needing moisture. Scattered frosts on Wednesday morning seriously damaged lowland corn in portions of the extreme north. Of the major crops, oats are of fair color generally, showed slow growth during the week, and are heading short in some fields. Wheat, condition fair to good, is beginning to turn in the central and northern divisions, while harvesting is in progress in the southern, and threshing is reported in the extreme southwest. Corn is generally of good color and stands though small in many localities. Hay making and cultivation of the corn crop were the main outdoor farm operations of the week.—J. H. Arrington, senior meteorologist, U. S. Dept. of Ag.

Decatur, Ill., June 24.—South of Decatur wheat cutting is now well under way. We look for a good quality milling wheat, as berries are plump, and estimate 20 bu. average for this territory. Reports from Cairo, where threshing has been quite general this week, show the yield ranges from 5 to 18 bus., with test weight from 55 to 59 lbs. Up to this time farmers have shown no disposition to contract their wheat. Soy beans planted early are looking good; about 60 per cent of the acreage planted and the balance will go in as soon as we get moisture

enough so the beans will germinate. Soy beans can be planted up to the first week in July, with prospects of making a fair crop, provided weather conditions are favorable. Clover and alfalfa crops above average.—Baldwin Elvtr. Co.

Springfield, Ill., June 21.—The ground is becoming very dry as there has been no rain in many areas for the past three weeks. Early planted corn, which is a comparatively small percentage of the total, continued to make good progress; much of the late planted is not germinating satisfactorily. Planting is still not completed. Small grains deteriorated. Condition of winter wheat is mostly fair; some fields are good; much has been cut in the southern third of the state, and fields are turning color in central counties. There are some reports of rust and chinch bug damage. Soybeans are being planted under unfavorable soil conditions. The first crop of alfalfa has been cut. It is too dry for the second alfalfa crop to grow much.—W. F. Feldwish, meteorologist temporarily in charge, U. S. Dept. of Ag.

Minneapolis, Minn., June 21.—Intense heat, scorching winds and an almost total lack of rainfall have materially reduced crop prospects in the Northwest the past week. Widely varying degrees of damage have been done and the extent of the actual deterioration will be more clearly disclosed by later reports. In many important producing areas, where there was sufficient subsoil moisture and where the farming has been well done, crops have withstood the heat remarkably well, and during the past 48 hours lower temperatures and scattered showers have temporarily relieved the situation to some extent. In the greater portion of South Dakota, and in those sections of western North Dakota and eastern Montana where such a large proportion of the crop was stubbled in, damage has been severe and in many cases irreparable. An important effect of the heat has been the rapid forcing of all crops. Wheat and coarse grains have headed out in southern districts and are commencing to head further north. The unfavorable weather conditions have apparently affected wheat and oats more seriously than barley. Altogether there are some favorable reports from Minnesota and North Dakota, the indications are that the outturn of the rye crop will be very disappointing. In South Dakota many fields are being cut for feed. In spite of the need of rain, corn has made surprisingly satisfactory progress. Even in districts reporting very severe damage to small grains, corn is in fair condition. Heat and lack of moisture have increased the grasshopper menace. Some reports of their destructive work have been received, but the actual damage from this source has not been severe as yet. A great change has taken place in Northwest crop prospects since June 1. The earlier promise of abundant crops is not materializing. While a good crop is still possible in many large producing areas, with seasonable temperatures and ample rainfall until harvest, taking the four Northwest states as a whole, only a very much reduced crop is in prospect at the present time.—The Van Dusen Harrington Co., by Paul C. Rutherford.

## Daily Closing Prices

The daily closing prices for wheat, corn, oats, rye and barley for September delivery at following markets for the past two weeks have been as follows, in cents per bushel:

	June 14.	June 15.	June 16.	June 17.	June 18.	June 19.	June 20.	June 21.	June 22.	June 23.	June 24.	June 25.	June 26.	June 27.
<b>Wheat</b>														
Chicago	14 1/2	15 1/2	16 1/2	17 1/2	18 1/2	19 1/2	20 1/2	21 1/2	22 1/2	23 1/2	24 1/2	25 1/2	26 1/2	27 1/2
*Winnipeg	66 1/2	66 3/4	66 1/2	67 1/2	68 1/2	68 1/2	67 1/2	69 1/2	69 1/2	70 1/2	72 1/2	77	81 1/2	97 1/2
*Liverpool	76 1/2	77 1/2	76 1/2	77 1/2	77 1/2	77 1/2	77 1/2	77 1/2	78 1/2	78 1/2	78 1/2	80 1/2	82 1/2	93 1/2
Kansas City	72 1/2	71 1/2	70 1/2	70 1/2	71 1/2	72 1/2	72 1/2	74 1/2	75 1/2	78 1/2	82 1/2	88 1/2	93 1/2	97 1/2
Minneapolis	74 1/2	73 1/2	73 1/2	73 1/2	76 1/2	75 1/2	78 1/2	77 1/2	79 1/2	82 1/2	85 1/2	90	97 1/2	97 1/2
Duluth, durum	66 1/2	66 1/2	64 1/2	65 1/2	68 1/2	67 1/2	70 1/2	70 1/2	73 1/2	78	84 1/2	91 1/2	91 1/2	91 1/2
Milwaukee	77 1/2	76 1/2	76 1/2	76 1/2	78 1/2	77 1/2	80 1/2	80 1/2	82 1/2	84 1/2	92	92	92	92
<b>Corn</b>														
Chicago	47 1/2	48 1/2	47 1/2	48 1/2	48 1/2	50	50	52	51 1/2	52 1/2	53 1/2	56 1/2	60 1/2	60 1/2
Kansas City	43 1/2	44	43 1/2	44 1/2	47 1/2	46 1/2	48 1/2	47 1/2	49	50 1/2	53	56 1/2	56 1/2	56 1/2
Milwaukee	47 1/2	48 1/2	47 1/2	48 1/2	50 1/2	50	52	51 1/2	52 1/2	53 1/2	56 1/2	56 1/2	56 1/2	56 1/2
<b>Oats</b>														
Chicago	29 1/2	30	29 1/2	31 1/2	33 1/2	33 1/2	34 1/2	35 1/2	36 1/2	38 1/2	43 1/2	43 1/2	46 1/2	46 1/2
*Winnipeg	29 1/2	29 1/2	28 1/2	29 1/2	30	30 1/2	31 1/2	31 1/2	31 1/2	31 1/2	35 1/2	37 1/2	37 1/2	37 1/2
Minneapolis	26 1/2	26 1/2	26 1/2	28 1/2	30 1/2	30 1/2	31 1/2	32 1/2	32 1/2	35 1/2	40 1/2	43 1/2	43 1/2	43 1/2
Milwaukee	29 1/2	30 1/2	29 1/2	31 1/2	33 1/2	33 1/2	34 1/2	35 1/2	36 1/2	38 1/2	44	44	44	44
<b>Rye</b>														
Chicago	61 1/2	63 1/2	63	64 1/2	67	66 1/2	69	70 1/2	71 1/2	74 1/2	77 1/2	81 1/2	81 1/2	81 1/2
Minneapolis	58	58 1/2	57 1/2	59 1/2	62 1/2	62 1/2	65 1/2	67	68 1/2	71	76 1/2	81 1/2	81 1/2	81 1/2
*Winnipeg	51 1/2	51 1/2	50 1/2	51 1/2	53 1/2	54 1/2	56 1/2	57 1/2	58 1/2	65	65 1/2	69 1/2	69 1/2	69 1/2
Duluth	60	60 1/2	59 1/2	60 1/2	63 1/2	64	65 1/2	67 1/2	69 1/2	72 1/2	76 1/2	79 1/2	79 1/2	79 1/2
<b>Barley</b>														
Minneapolis	32 1/2	32 1/2	32 1/2	33 1/2	35 1/2	35 1/2	38	39	38 1/2	41 1/2	49 1/2	54	54	54
*Winnipeg	39	38 1/2	37 1/2	38 1/2	39	39 1/2	40 1/2	40 1/2	40 1/2	41 1/2	44 1/2	46 1/2	46 1/2	46 1/2
Milwaukee	38 1/2	38 1/2	37 1/2	38 1/2	41 1/2	40	42 1/2	42 1/2	43 1/2	45 1/2	52 1/2	52 1/2	52 1/2	52 1/2
Chicago	36 1/2	38 1/2	37 1/2	38 1/2	41 1/2	40	42 1/2	43	43 1/2	46	52 1/2	59	59	59

\*At par of exchange, \$1.00 and \$4.866; October delivery.



## Grain Movement

Reports on the movement of grain from farm to country elevator and movement from interior points are always welcome.

Baltimore, Md., June 24.—The first new wheat of the season to make its appearance on the Baltimore market was received June 19 from the Potomac River section of Virginia, consigned to Davis & Davis. It was in damp condition and showed traces of smut, necessitating drying before it could be sold.—R. C. N.

### Rye Movement in May

Receipts and shipments of rye at the various markets during May, compared with May, 1932, in bushels, were:

	Receipts		Shipments	
	1933	1932	1933	1932
Baltimore	12,505	170	.....	.....
Boston	.....	1,050	.....	.....
Chicago	2,881,000	461,000	56,000	332,000
Cincinnati	7,000	4,200	2,800	12,600
Duluth	1,518,211	114,791	2,516,007	180,052
Ft. William	233,308	431,480	.....	2,441,587
Ft. Worth	1,500	.....	1,500	.....
Houston	.....	1,500	.....	.....
Kansas City	28,500	16,500	9,000	3,000
Los Angeles	1,500	.....	.....	.....
Milwaukee	79,650	4,380	60,240	.....
Minneapolis	777,600	295,350	1,331,510	194,570
Montreal	.....	3,466,100	25,715	1,955,148
New Orleans	4,991	1,500	3,000	.....
Omaha	74,200	8,400	65,800	11,200
Peoria	18,000	1,200	15,600	.....
St. Louis	22,500	.....	13,500	.....
Seattle	1,500	1,500	.....	.....
Sioux City	8,000	2,000	4,000	.....
Superior	1,485,467	95,008	2,289,037	.....
Toledo	2,400	3,600	300	3,540
Vancouver	12,036	22,842	.....	.....

### Barley Movement in May

Receipts and shipments of barley at the various markets during May, compared with May 1932, in bushels, were:

	Receipts		Shipments	
	1933	1932	1933	1932
Baltimore	2,085	.....	.....	.....
Chicago	1,844,000	208,000	184,000	58,000
Cincinnati	3,200	1,600	.....	.....
Duluth	654,693	94,754	794,225	115,216
Ft. William	448,421	574,827	371,518	1,422,849
Ft. Worth	17,600	40,000	4,800	4,800
Houston	1,500	9,000	.....	.....
Hutchinson	.....	5,600	.....	.....
Kansas City	27,200	27,200	20,800	9,600
Los Angeles	139,200	161,600	.....	.....
Milwaukee	2,580,390	299,250	484,075	95,000
Minneapolis	3,591,900	597,270	2,156,040	239,580
Montreal	261,115	2,433,185	33,332	2,167,293
Omaha	68,800	1,600	36,800	11,200
Peoria	302,400	403,200	46,200	40,600
St. Joseph	1,750	.....	3,500	.....
St. Louis	32,000	.....	45,800	.....
S. Francisco	560,000	392,600	.....	.....
Seattle	14,400	8,000	.....	.....
Sioux City	60,000	83,000	20,000	57,000
Superior	78,400	93,402	315,399	111,800
Toledo	2,400	6,000	.....	.....
Vancouver	107,375	217,114	145,584	343,864
Wichita	.....	5,200	.....	1,300

### Corn Movement in May

Receipts and shipments of corn at the various markets during May, compared with May, 1932, in bushels, were:

	Receipts		Shipments	
	1933	1932	1933	1932
Baltimore	54,635	75,594	.....	.....
Boston	2,750	2,100	.....	.....
Chicago	7,589,000	3,838,000	7,053,000	3,628,000
Cincinnati	246,000	156,000	213,000	94,500
Duluth	1,509,220	5,318	756,524	40,146
Ft. William	.....	.....	11,781	1,071
Ft. Worth	128,700	65,000	13,000	47,600
Houston	79,500	66,000	.....	.....
Hutchinson	.....	36,400	.....	.....
Indianapolis	2,428,500	676,500	1,560,000	640,500
Kan. City	2,167,500	564,000	582,000	162,000
Los Angeles	422,800	358,400	.....	.....
Milwaukee	1,092,370	375,480	738,932	233,750
Minneapolis	2,478,540	339,820	2,024,300	114,820
Montreal	8,320	281,653	515	1,909
New Orleans	348,281	443,771	219,269	412,038
Omaha	2,318,400	351,400	581,000	303,800
Peoria	1,971,300	1,133,350	1,204,550	359,550
St. Joseph	1,185,000	364,500	712,500	238,500
St. Louis	2,907,800	.....	1,360,000	.....
S. Francisco	41,000	50,000	.....	.....
Seattle	60,000	48,000	.....	.....
Sioux City	470,000	67,000	399,000	168,000
Superior	803,507	8,155	307,295	.....
Toledo	122,500	130,000	42,950	70,640
Wichita	27,300	18,200	3,900	5,200

### Processing Smutty Wheat

BY R. G. HUNT, SUPT. PORTACOMA ELEVATOR

There is no business involving so much hazard with so little compensation as the grain business, taken as a whole. These are, indeed, times when terminal elevator operators and grain dealers should be in counsel with their own individual minds, taking nobody's guess that certain things cannot be done, or err by dismissing some thought or idea as trivial that would prove to be an important factor if given careful consideration, before casting it into the discard as unworkable.

Perhaps some alert competitor is already reaping a margin of profit or saving on your same problem. It stands all elevator operators well in hand to have the protection of modern cleaning equipment and to use such machinery in a way that a profit is shown rather than a loss; not only strive to make sure your margin of profit but save the dollar you already have. Considerable thought is being given to smutty wheat and how best to dispose of it. There is only one safe answer, and that is by proper washing.

It is an accepted fact with all varieties of wheat that a large per cent of the wheat grading smutty, or is docked for smut, is of high milling quality, so why not preserve it in this classification by the proper processing to remove the smut without destroying or impairing its milling value? On practically all smutty wheat the test weight can be consistently increased one-half pound to two pounds per bushel by washing, thus increasing its milling value per bushel, building up a vital grading factor and leaving the wheat in a clean and healthy condition, with no field dirt, no crease dirt or sweating impurities, no dormant fungi so injurious for safe storage; no germ ends destroyed, nor brush ends laid bare. These prime factors so essential in building up good grades of wheat and preserving milling qualities positively cannot be obtained by scouring.

FIRST, the miller is helpless against scoured wheat. Cracked and broken kernels not only are partially lost into mill feed, but give uneven temper when going to mill rolls. The same is true where the germ is broken or scoured away.

SECOND, lime or plaster is invariably used as a medium of absorbing smut, as well as a medium of scouring. This is common practice, and, while perhaps the smut has been removed, even by scouring the second or third time, still you not only have the crease dirt, etc., but have added scouring compound to the berry, which prevents the test weight reflecting the true value of the grain.

THIRD, the power factor in scouring runs up three and one-half and four and one-half

to one against washing. The cost of water is nothing as compared with the cost of lime or plaster.

FOURTH, the burden of the invisible loss in scouring is ruinous.

No terminal grain elevator is complete without at least one up-to-date wheat washer. New features have recently been added in the design and construction of these machines and are superior to the older type. The Federal Grain Inspection Department of the U. S. Department of Agriculture recommends the washing of smutty wheat in preference to the using of lime or plaster.

It is reported that some elevator operators wash clean wheat for the mere gain in water absorption. There is really nothing to be gained by washing clean, healthy wheat; in fact, no up-to-date elevator or grain man will attempt to do so. It is truly unfortunate that anyone would resort to such practice. There is real honor among the elevator operators, hence little credit can be given to the report. With some Pacific Coast varieties of wheat it is not impossible to add one and one-half pounds to two pounds per bushel in test weight with a minimum amount of added moisture, often as low as six-tenths of one per cent. The least moisture added the better, as moisture in excess of normal reduces the test weight per bushel, which is the chief goal to strive for as it insures the largest profit. It is an easy matter to forfeit a grade by adding too much water, and the extra moisture will not compensate for the discount on the lower grade.

It would be impossible to lay down any fixed or iron-clad rules in operating a wheat washer, as there are several factors to consider; the variety of wheat, percentage of smut, original moisture and test weight. One rule, however, that will always hold true in all washing, is to have its operation supervised by the best men on the job, hit and miss is not so good, and don't let the other fellow do a better job than you can.

It may be interesting information that many large chicken ranchers who are careful and particular with regard to feeding, insist on washed wheat when making their purchase. Also some stockyard feeders, who feed screenings as a roughage or in mixing, will use nothing except washed screenings. Their purchases of wheat also must be washed. These people claim it pays to use clean feed.

Considerable more perhaps can be said regarding washing grain, and will be gladly given through the columns of this Journal to any that are interested.

A 15% acreage reduction in wheat is proposed by delegates to the economic conference at London.

### Wheat Movement in May

Receipts and shipments of wheat at the various markets during May, compared with May, 1932, in bushels, were:

	Receipts		Shipments	
	1933	1932	1933	1932
Baltimore	14,296	8,429	.....	400,000
Boston	.....	157,122	.....	347,149
Chicago	1,111,000	982,000	1,652,000	3,668,000
Cincinnati	219,200	302,400	273,600	376,000
Duluth	4,258,716	1,081,863	6,163,764	2,172,484
Ft. William	10,649,668	6,530,330	33,334,530	17,234,587
Ft. Worth	1,051,400	572,600	547,400	12,362,000
Houston	76,500	43,500	.....	98,000
Hutchinson	7,984,000	18,608,000	.....	.....
Indianapolis	267,000	309,000	124,000	280,000
Kan. City	5,660,800	4,928,000	2,773,180	3,131,565
Los Angeles	492,000	357,000	.....	.....
Milwaukee	279,448	513,320	316,783	503,583
Minneapolis	7,590,250	3,283,380	2,920,070	1,720,540
Montreal	11,815,571	13,143,426	6,746,929	10,600,140
New Orleans	2,800	466,200	10,101	645,652
Omaha	1,203,200	1,099,600	2,098,600	949,200
Peoria	105,600	49,200	94,800	61,200
St. Joseph	305,600	240,000	380,800	268,800
St. Louis	1,765,400	.....	1,450,600	.....
S. Francisco	488,000	236,500	.....	.....
Seattle	935,200	513,800	.....	.....
Sioux City	92,000	42,000	191,000	8,000
Superior	2,543,131	440,428	3,766,059	1,087,616
Toledo	455,650	846,335	495,275	579,580
Vancouver	4,911,198	6,190,452	4,978,822	7,149,927
Wichita	1,440,000	1,363,500	502,500	802,500

### Oats Movement in May

Receipts and shipments of oats at the various markets during May, compared with May, 1932, in bushels, were:

	Receipts		Shipments	
	1933	1932	1933	1932
Baltimore	17,867	21,167	.....	.....
Boston	22,600	16,200	.....	.....
Chicago	2,807,000	2,524,000	2,658,000	3,825,000
Cincinnati	172,000	154,000	82,000	134,000
Duluth	1,492,907	9,036	1,985,716	827,805
Ft. William	1,605,878	289,783	2,103,534	678,464
Ft. Worth	142,000	326,000	238,000	64,000
Houston	36,000	57,000	.....	81,415
Hutchinson	.....	7,500	.....	.....
Indianapolis	1,766,000	1,054,000	1,770,000	1,080,000
Kansas City	230,000	148,000	108,000	76,000
Los Angeles	14,000	18,000	.....	.....
Milwaukee	622,400	328,320	307,000	276,000
Minneapolis	1,734,500	454,920	1,832,810	620,240
Montreal	602,826	1,243,302	100,681	1,030,535
New Orleans	93,838	8,722	18,127	53,703
Omaha	348,000	40,000	290,000	740,000
Peoria	446,000	367,650	446,300	460,800
St. Joseph	388,000	176,000	134,000	42,000
St. Louis	888,000	.....	736,750	.....
San Francisco	88,000	27,880	.....	.....
Seattle	80,000	22,000	.....	.....
Sioux City	298,000	90,000	185,000	225,000
Superior	476,924	14,416	640,312	54,499
Toledo	636,730	1,392,585	679,540	627,825
Vancouver	267,785	478,611	856,075	742,409
Wichita	3,000	1,500	.....	.....



# The Future of the Country Grain Business

By W. D. SPRINGER, Indianapolis, before Indiana Grain Dealers Ass'n.

Nothing is more certain than change. Whether we like it or not, and whether it is to our advantage or not, things constantly change, and unless we can adapt ourselves to new conditions we may be left behind.

The grain business has greatly changed in the past twenty years. When I first entered the business in 1911, a large share of our shipments were for export. Many cars were billed to Baltimore, New York and Newport News. But, at the close of the war, export business fell off. Very little of our billing has been for export in the last ten years.

Hog and cattle feeding has greatly increased. Twenty years ago cattle were raised on the ranges of the West and only brought into the Corn Belt for finishing. Now cattle are fed from start to finish on Indiana corn, and hog feeding has greatly increased.

Farming has changed from crops of corn, wheat and oats to soybeans, peas, tomatoes, sweet corn, etc., thereby cutting down the acreage of grain which the farmers raise for sale. Receipts of almost all Indiana elevators have decreased until few are able to exist upon a grain business alone.

What is the future of a grain elevator in Indiana? It must either go out of business or change its manner of doing business to fit the times.

This change has affected not only the grain business. Not long ago every town had a hardware store and a lumber yard doing a good business, and many other separate lines distinct from the grain elevator. In a few years we have witnessed the passing of almost all hardware stores and many lumber yards. These went out, or are going along with the country doctor, all victims of change.

If the elevator is to stay in business in a small town it must diversify, take on some of the lines that have been dropped by other businesses. Certain lines can be handled profitably by the grain elevator. The hope of the elevator is that it becomes the trading center for the farming community which it serves. This means that it should not only be the trading center for grain, but that it should be the trading center for many of the needs of the farmers. There is a long list of articles, such as bolts, nails, paint, certain kinds of machinery repairs, gasoline, motor oil, tractor oil, coal, and many other articles that could be handled to great advantage by the elevator.

At three of our stations within the last year or two we have remodeled our offices from the little 10x12 affair, common in most elevators, to a large room similar to a storeroom. We believe in the theory of modern merchandising; that all goods should be displayed and put out where customers can see and handle them. This is best demonstrated, no doubt, by the chain-stores. I hardly need to call your attention to the fact that every chain-store has its merchandise displayed in a neat and attractive manner. Not only is the merchandise displayed, but the price is marked in plain figures, for all customers to read. This demonstrates the change in merchandising that has taken place in all lines of business except the grain elevator.

The average grain elevator has been as slow to adopt new methods as the little, independent storekeeper. They still go on the theory that if a man wants a thing bad enough he will ask for it and wait until you bring it out from hiding. I am confident that every country elevator can greatly improve business by diversifying lines and by adopting new methods of merchandising.

Success depends upon the training of men to sell and we do not have adequate means of training ourselves or our men. One of the things that make the chain-store successful is the fact that their men are thoroughly trained before they enter into a new store. They are instructed as to the time to open, the time to sweep out, and just what to say to customers under all conditions. It is to be said of the chain-store systems that they make grocers and merchandisers out of men that would never be successful if they tried to operate in an independent way, because many of them have neither the inclination or the means of getting the training so essential to success.

The difficulty of the average country elevator changing to the new system is lack of available training. However, this could be accomplished by one who had the will and ability to do so; if by no other way, it can be done by watching the methods of successful merchants.

All important in the operation of the grain elevator of the future is adequate profit. No business can exist for long if there is not suf-

ficient profit to justify its existence. There was a time when the principal test to every business proposition was, "Will it make a profit?" But in the last few years we have changed from a sellers' market to a buyers' market, and few in the grain business have ever operated under this condition. Nowadays when a business proposition is put up to us the question is not "Will it make a profit?" but "What is our competitor doing?" If he is buying and selling at a loss we say, "Oh, well, if he can do it, we can, too." As a result of this ninety per cent of the business done is done without profit.

Before the grain business becomes prosperous again we must either change our methods or a new generation will have to put the business on its feet. I am convinced that we will have to have some good funerals before we can hope for much improvement in the grain business.

Cash and credit systems have been much discussed in the last few years. Many have changed from very liberal credit to the so-called cash basis, and some have found it satisfactory, while others found that their business slumped materially. I am of the opinion that the "Middle of the Road" attitude is the best policy. To jump from a liberal credit system to a straight cash basis is going from one extreme to another. I think that credit will always be a part of every business.

I have been in the grain business more than twenty years and have never been badly hurt by extending credit, altho we have extended credit in some instances where it should never have been extended and in others considerable more than should have been extended. This is not the fault of the system, but the fault of poor judgment.

The cash buyer is an independent individual and is generally hard to sell except on a very close margin. The credit buyer does not press so hard for bargains and it is easier to get a satisfactory margin of profit. Every community has both classes of buyers, and if we are to serve that community we must serve all classes.

The time is not far distant when the grain elevator that is able to extend some credit to its patrons will be in a better position than ever before, because the banks are not going to do much for the farmer in the next few years. I do not mean that any elevator man should be careless in the extension of credit. Advancing money on crops for six months in

advance without interest is bad business. I do not mean that an elevator man should extend credit to a customer beyond his capacity or willingness to pay. However, I am sure if a little care and keen judgment is exercised in the extension of credit it will benefit the average country elevator.

Credit, however, can not be extended by an inexperienced or careless operator. Every transaction should be studied from the standpoint of the customer's ability and willingness to pay, time and manner of payment. When the account comes due it should be collected, not allowed to run along indefinitely. Some provision should also be made for taking care of the cash buyer who expects concession on his purchases.

Trucks are a new proposition and their numbers are rapidly increasing in every community. Many in the grain business have been hoping and waiting for a cut in the freight rates. This would limit activities of trucks in some instances, but relief has not come.

A good truck should be a part of the equipment of every well organized country elevator. The time is approaching when all our purchases of grain will be made in the farmers' cribs or bins, and we will have to haul the grain to our own elevator or elsewhere instead of the farmer hauling it himself. It is very difficult to secure an adequate rate for hauling this grain, as the farmer is opposed to paying more than 1c per bushel. The solution of this problem will be that we will make a price of 1c per bu. less to the farmers for grain in the crib than the price we make delivered to the elevator. The margin of profit will have to be widened enough to absorb the difference in cost of hauling over 1c per bu.

The country elevator will find it necessary to market more of its grain thru the truckers by re-selling it out of the elevator or out of the bins in the country. In many instances truckers would rather get their supply out of the elevator than go out in the country and hunt for it. Also, farmers would rather sell to the local elevator, where they are sure to get their money and local weights, rather than selling to truckers and have it weighed at a distant point. The solution of the trucking problem is co-operation and endeavor to fit it into our business.

The value of a grain elevator can be figured only on what it will earn. If the best elevator in the state cannot be operated at a profit it is of no value, because that property cannot be converted to other uses. Therefore, it is the obligation of every country elevator owner to conduct his business on a profitable basis if he is to conserve his investment in his property for himself or his heirs.

## Benefit Payments Proclaimed

The following proclamation was issued June 20 by the Sec'y of Agriculture:

I, Henry A. Wallace, Sec'y of Agriculture of the United States of America, acting under and pursuant to an Act of Congress known as the Agricultural Adjustment Act, approved May 12, 1933, have determined and hereby proclaimed that rental and/or benefit payments are to be made with respect to wheat, a basic agricultural commodity.

Two-day conferences of county agents will be held from June 26 to July 6 at Kansas City, Spokane, Fargo and Columbus, O., on putting into effect the rental and benefit payments, M. L. Wilson announced.

Administrator Wilson has outlined the following procedure:

1. Farmer attends education meeting conducted by the county agent at which the plan is explained.

2. He joins a county wheat production control ass'n.

3. Registers the acres raised on his farm and the average yield per acre the last three years.

An example, a farmer who has raised the following wheat:

1930—100 acres—1,800 bus.

1931—80 acres—2,400 bus.

1932—90 acres—1,180 bus.

Total 270 acres—5,380 bus.

Average for three years, 90 acres—1,793 bus.

His application for an allotment is printed in the county newspaper.

4. Receives production allotment certificate based on the wheat domestically consumed or on 1,120 bus.

5. Signs contract with the agricultural adjustment administration, which agrees to pay parity benefit of 30 cents a bushel on 1,120 bus., or \$336, if the farmer reduces his seeded acreage for 1934 and 1935 crops by an amount determined later by the secretary of agriculture, but not over 20%.

If, on account of high prices now in effect, few farmers agree to limit their acreage it is conceivable that the amounts to be paid will be so small in the aggregate that a very small processing tax of perhaps only 5c per bushel would suffice. In which case the levy of 30c per bushel would become an egregious blunder.



W. D. Springer, Indianapolis, Ind.



# How Adjustment Act Affects Grain Trade

From Address by GEO. E. BOOTH, Chicago, Ill., before Western Grain Dealers Ass'n.

As president of the National Ass'n, with which you are affiliated, I take great pleasure in extending greetings to you from fellow grain men throughout the United States. In the rough times of the past three years grain dealers everywhere have suffered with agriculture and our difficulties should draw us closer together.

Where does agriculture and the grain trade stand today? Our interests are practically identical. The farmer loses money on low priced grain, so do we. He wants a broad, open domestic and world market for his grain, so do we. The only difference that can possibly arise between the farmer and the grain man lies in a question of judgment by what means better prices and better markets can be secured. The grain trade strongly opposed the Grain Marketing Act creating the Farm Board in the firm belief that it would be bad for the farmer and for all business connected with agriculture, including the grain trade. Even in our opposition we could not foresee what a colossal tragedy was being enacted.

I doubt if any grain dealer expected his tax money, paid to the government, to show up in the hands of an organization, styled the Farmers National Grain Corporation operating with government funds borrowed on one-eighth of 1% interest basis, then used in unfair competition against you who had originally furnished the funds.

**Exposure of Farmers National.**—A special report by Comptroller J. R. McCarl made to the Senate Agricultural Com'te in regard to the Farm Board, Stabilization Corporation and Farmers National Grain Corporation activities has not been given complete publicity. In various ways some of the information in the report has come out so that newspapers all over the country have carried articles on the scandals of the Farm Board program. I simply call attention to these recent press articles to show what a general condemnation of the Farm Board program now prevails through the country and how thoroughly the judgment and the predictions of the grain trade in regard to that farm "relief" measure has been realized.

What a change has come during the past few months. We can hardly realize what has happened. Out of the depths of early March there has been a tremendous percentage recovery. Corn on the Iowa farms has advanced from an average price of about 12c to about 29c for good corn, or a gain of approximately \$72,400,000. Steel production of the nation has advanced from 15 to 45%. To be sure, the upturn came from a ruinous low level. Sir Josiah Stamp calls it "reflation," not "inflation," and said: "When a man comes up from the subway, I couldn't call him a mountaineer."

What is the cause? Why have prices advanced and business improved? Confidence restored by wise, masterful and decisive leadership in Washington. Faith restored by sound banking and economy legislation. Encouragement to believe the Federal budget would at last be balanced and for good measure the cheering influence of 3.2% beer. There has been an amazing change in sentiment. Thawing out of the frozen individual initiative and enterprise immediately increased business. As long as people were having chills over the banking situation and were disheartened by the great deficits in Government operations—paralysis in business continued. A lot of gloom has been dispelled by the fine inspirational leadership in Washington.

Never in the history of this nation has there been so much legislation of such tremendous importance passed in one short session.

**The Agricultural Adjustment Act.**—Anything intended to affect the production or price of grain is of great interest to us, for we know by experience a mistake along those lines can do endless injury. I will quote from the Act:

(1) To provide for reduction in the acreage or reduction in the production for market, or both, of any basic agricultural commodity, through agreements with producers or by other voluntary methods, and to provide for rental or benefit payments in connection therewith or upon that part of the production of any basic agricultural commodity required for domestic consumption, in such amounts as the Secretary deems fair and reasonable, to be paid out of any moneys available for such payments.

(2) To enter into marketing agreements with processors, associations of producers, and others engaged in the handling, in the current of interstate or foreign commerce of any agricultural commodity or product thereof, after due notice and opportunity for hearing to interested parties.

(3) To issue licenses permitting processors, associations of producers, and others to engage

in the handling, in the current of interstate or foreign commerce, of any agricultural commodity or product thereof, or any competing commodity or product thereof.

**No Change in Handling of Grain Expected.**—There is no indication that any change is intended in the handling of grain either at country points or in the terminal markets. In personal interviews I had in Washington with some of the men who will administer the act I was assured it was expected grain would be handled as usual and that acreage reduction activities would have nothing to do with marketing. Possibly we will be asked to assist in carrying out some parts of the program.

On May 26 representatives of the Nation's Wheat Industry from growers to bakers were called into conference in Washington by George N. Peek, Administrator of the Agricultural Adjustment Act.

I represented the direct and affiliated members of the Grain and Feed Dealers National Ass'n and stated in part,

"The Grain and Feed Dealers National Ass'n, composed of approximately 3,000 grain dealers throughout the United States, largely country grain dealers, what we call 'independent' country grain dealers, interior market dealers and terminal market dealers, all of these grain dealers are very much interested in the welfare of agriculture; in fact, the interests of the grain dealer are identical with those of the farmer; therefore, we are most anxious that this legislation or anything that is done be for the welfare of agriculture and the farmer, and incidentally the grain trade.

"The grain dealers whom I represent want to offer their assistance to this administration. We believe that the natural laws are best. There has been a wonderful change, which all of you know or have observed, since the new administration was inaugurated. We believe that the banking legislation, the economy legislation and the doing away with the Farm Board and the Stabilization Corporation has had a wonderful constructive influence on the marketing situation and farm prices. Corn to the Illinois farmer has trebled in value since this legislative program was started, and that is due to the release of individual initiative and natural laws rather than more legislation.

"I simply want to register with the administration the fact that our Association wants to cooperate in any way possible to benefit the farmer."

I have read this statement inasmuch as I tried to express in the Wheat Conference what I believe to be the general attitude of the grain trade. We recognized an emergency in agriculture and through it many other lines of business. We believe natural economic laws are best and will finally prevail, no matter what is done as a temporary emergency measure. There is no question but that our government and the administrators of the Agricultural Adjustment Act have a sincere determination to benefit agriculture and through it our entire business structure.

**The wheat program** was announced June 16. Your National Ass'n wired Secretary of Agriculture Henry G. Wallace and George N. Peek, Chief Administrator of the Agricultural Adjustment Act, as follows:

"Concurrent with any plans you may have for acreage reduction of wheat and the determining of production in the past of individual growers I want to offer the cooperation of the Grain and Feed Dealers National Ass'n, with which I believe a larger number of country grain dealers are affiliated than any other association in the country. I will be pleased to ask our members to cooperate with your state and county committees to carry out such plans as you may suggest."

The corn program has not been announced. It seems fortunate that Dr. A. G. Black of the

Iowa State College of Agriculture has been selected as Administrator of Corn and Hogs. I read from a statement of Dr. Black's there would probably be no acreage reduction in corn this season but that a marketing agreement to advance the price of hogs might be reached by Oct. 1.

Many inquiries have come asking what the grain trade is expected to do under the Industrial Recovery Act. Sec. 8 makes it clear that the grain trade comes under the Agricultural Adjustment Act:

"Sec. 8. (b) The President may, in his discretion, in order to avoid conflicts in the administration of the Agricultural Adjustment Act and this title, delegate any of his functions and powers under this title with respect to trades, industries, or subdivisions thereof which are engaged in the handling of any agricultural commodity or product thereof, or of any competing commodity or product thereof, to the Secretary of Agriculture."

Both acts plainly propose to work with organizations and ass'ns and appear to make it more desirable for an individual to be a member of a trade ass'n. Our grain trade has been organized for many years, our trade rules, customs, practices and economic service are well known to be of the highest order and I feel we are well prepared to meet anything which may be required.

## The Dust Explosion at Minneapolis

Smelling smoke, the night watchman in Cargill Elevator "T" at Minneapolis, Minn., telephoned the alarm, calling a resident near by, who helped him carry the books out of the office.

One-half hour later, at 8:30 p. m., June 8, a terrific explosion tore off the roof, and was followed by two smaller explosions. The explosion blew in the doors of two carloads of flour. At 10 p. m. the walls collapsed inward.

The burned structure was the wood working house for concrete annex, which were protected by streams of water, as was the plant of the Minneapolis Milling Co. The tops of two tanks caught fire; and one tank of the milling company suffered water damage to the wheat contents.

During the days preceding the fire a million bushels of grain had been removed, cutting the loss to less than \$125,000.

The fire appeared to be only smoldering until the explosion, which spread the flames to all parts of the house. No one was injured.

## Conference of Wheat Processors

A preliminary conference looking toward the early application of the processing tax to wheat was held at Washington June 19.

Among those present were Frank Theis, director of wheat processing, and A. J. Weaver, economic adviser of the adjustment administration; Fred Borries, Louisville, Ky.; Ward Magill, Wichita, Kans.; Herman Fackler, Washington, and George Livingston, Chicago, of Millers' National Federation; William H. Koester, Baltimore; George F. Huber, Wilmington, Del.; Edgar H. Evans, Indianapolis; M. Lee Marshall, New York, N. Y.; Fred J. Lingham, Lockport, N. Y.; Louis Storck and George N. Graf, New York, N. Y.; C. J. Patterson, Kansas City, Mo.; Fred C. Haller, Pittsburgh, Pa.; Duane Rice, Baltimore; J. W. Carewe, Kansas City, Mo.; W. C. Scott, E. N. Crossmore, G. W. Kennedy, Buffalo; Sydney Anderson, Minneapolis; W. P. Tanner, New York, N. Y.; F. H. Frazier, New York, N. Y.; Charles Schmidt and Carl P. Schmidt, Baltimore; H. C. Morris, Philadelphia; R. H. Rowe, sec'y, American Wholesale Grocers' Ass'n, Washington, D. C.; John B. Newman, Washington, D. C.; Mendel Behrend, Washington, D. C.; Webster McCreery; Edgar Markham, Grain Com'te on National Affairs, Washington, D. C.; Henry Stude, president, American Bakers Ass'n, Washington, D. C.; W. F. Snider and F. C. Lusk, Bureau of Internal Revenue; Samuel Miller and William Steinmetz of the New York State Ass'n of Manufacturers and Retail Bakers, New York, N. Y.



Geo. E. Booth, Chicago, President, Grain & Feed Dealers National Ass'n.



# Grain Dealers Hold Optimistic Convention at Cedar Rapids

While the annual meeting of the Western Grain & Feed Dealers' Ass'n had been indefinitely postponed, the call for the 33rd annual at Cedar Rapids, June 21, found many of the old guard on hand as usual. The first session was called to order in the Crystal Room of Hotel Montrose by Pres. Earl Galbraith of Sac City, who delivered his annual address from which we take the following:

## President Galbraith's Annual Address

I consider it an honor and privilege to address men possessing courageous stick-to-it-ativeness and high integrity, such as you.

You are to be congratulated, not because you are grain dealers, but because you still are grain dealers, because you have met and overcome the many difficulties and obstacles encountered in your business. The income of millions has been heavily reduced, which of course includes the grain trade. Millions of others have been severely handicapped in their effort to make a mere living, which also includes the grain dealers.

The depression is over. The child of opportunity and progress is born. We are still having the after pains, but we are convalescing. The business barometer is rising.

The "New Deal" has burst forth in a great wave of activity. It will take time to make some of the important changes contemplated. We must have confidence, be patient, and give the administration our whole-hearted moral support.

To correct the mistakes of the previous administration is indeed a difficult task. Possibly, some of the measures taken to meet emergencies and to clean up the stagnate condition of our industries, commerce and finances, will be found to be impractical, others may fail utterly. If such be the case, I pray God that those responsible, will be humble, honest and patriotic enough to admit it and be prompt to change their plans and methods. When a piece of machinery breaks down, be it mechanical, political, or commercial, it must be overhauled or junked.

The Industry Control Bill is considered by many as the kingpin of the "New Deal," as one of its principal aims is to relieve the unemployment situation. Is that not essential as a means to increased buying power and to create a demand for the "so-called surpluses?" Increased demand, of course, will eventually increase production.

The Agricultural Relief Act: Of the two evils—to control surplus or control production—the latter is the least objectionable, but much depends on the judgment of the Sec'y of Agriculture and the extent to which economy is or is not practiced in the administration of the act.

Who will eventually pay the processing tax?

How will the reduction of acreage agreements with producers affect the grain business?

Little does the government or the public realize the small percent of profit per dollar invested and the large volume of business in bushels required to cover cost of operation before a net earning is made in the handling of grain.

Will we be permitted to increase our margins and carrying charges in the same proportion as to which acreage is reduced or will that be considered an unfair trade practice?

Without doubt, Secretary Wallace and his associates are conscientious in their efforts to improve, not only agriculture prices, but business and financial conditions in general. They cannot discriminate too severely without impairing Pres. Roosevelt's plan of rehabilitation.

The transportation problem: Say, Mr. Country Shipper, what are you and I going to do when some large transport company starts trucking direct to the terminal markets from the farms in our territory?

All agree that rail tariffs are too high. The present rates place us 400 to 500 miles farther from the seaboard than the actual mileage. That is quite an advantage to our foreign competitors.

I suggest that all rail tariffs be reduced, with the longer hauls more in proportion. Then place the trucks under State supervision and control, whereby they would be required to establish, maintain and use truck depots and terminal in every town and city, with freight classifications governed by railroad tariffs on a mileage basis.

Such a plan would give the railroads an even break, place the truckers on a paying basis and would certainly solve this problem for the grain trade.

The future of every honest, legitimate form of human endeavor in the United States depends on the outcome of the world trade conference in London.

It will bring the answer to one of the serious questions concerning the future of the grain business. Whether or not we secure a broader outlet for American products through an increased world trade or continue to depend mainly on trade between the 48 states and our 120 million people, and be handicapped by emergency legislation such as, controlled surpluses, controlled production, processing taxes, etc.

Out of this industry control bill, railroad reorganization bill and other relief bills, as well as the stabilization of currencies, reciprocal tariffs and trade agreements, there may develop a new system of business methods and trade practices.

In order that we might retain some degree of individualism in the grain trade as a part of the nation's business, it is imperative that all belong to our state and national ass'ns.

First, to your State Ass'n in a spirit of helpfulness and cooperation in order that it might be of greater help to the National Ass'n in its efforts to solve the problems and adjust matters that threaten to destroy the grain trade.

It may have been a warning when Pres. Roosevelt said that every man and woman in business in the United States should belong to a trade ass'n.

Educational program: We should promote an educational program. We should avail ourselves of every opportunity to instruct the public, particularly the farmer and the younger generation. It would be well if some grain dealer in each town would explain the method of handling grain, the purpose of the grain exchanges and the benefits received by the producer and consumer, to the pupils in the school, that they might grow up feeling the need of the present system of merchandising grain. We render an indispensable service. My idea is to bring the realization of that fact to the public. Let us look to the future, correct our mistakes, and build for the progress of our chosen vocation.

SEC'Y D. O. MILLIGAN, Des Moines, gave a brief summary of his annual report as follows:



D. O. Milligan, Des Moines, Iowa, Secretary.

## Annual Report of Secretary Milligan

Rezoning of Association Districts: In 1926 this Association evolved a group of districts for consideration at the time that directors were to be elected. Owing to the variation in the amount of grain produced in the various parts of the State, this plan has been found not in accordance with the surplus grain.

Our present directors are not wholly within the original intent of the re-zoning act so that either one or the other should be revised in order to be in accordance with the demands of future work of the Association.

Farm Relief Act: Everywhere grain associations have been confronted with new laws and regulations, which in a majority of instances have been in direct violation of the constitutional rights not only of grain dealers but their farmer patrons as well.

Trucking Grain: Until the last two years we have had little trouble about trucking grain, but an entirely different problem has developed in southern Iowa where a large amount of grain has been trucked from the surplus area directly to the feeders in Missouri, eliminating not only the railroads, but also the grain elevator.

In the west part of the State, grain is being trucked and dumped into the terminal elevators of Council Bluffs and Sioux City.

Threshing and Corn Shelling Lien Law: You will note in reading the new law that was passed by the last legislature, House file 256, which is now on our statutes, a grain man is now called upon to act as collector for the threshers and shellers in addition to the landlords and other creditors, who are demanding that country grain merchants serve as collectors without compensation.

In the last legislature, owing to the entire rearrangement of the majority groups it was common for a bill dormant in the committee to be released and within a few hours be reported out of the committee, and be passed or rejected before the day was closed. This is exactly what happened with this threshing and shelling lien law. There was little opportunity of defeating the bill in the Senate, as the Senate was disposed to follow the House.

A short session of legislature next Fall will give us an opportunity to enlist the help of one of the farmer elevator groups in securing the repeal of this act.

Industrial Recovery Act: This bill was proposed and enacted by Congress and signed by the President in the interest of eliminating cut-throat competition in all lines of business, as it has been definitely determined that it is not good for any community to have manufacturing, processing or retailing firms doing business at a loss.

The depression, which is now ended has taught us the necessity of reorganizing business on sound business principals to insure a fair profit so that the nation may consist of successful producers rather than bankrupts.

The anti-trust law has practically been repealed and trade organizations are now permitted to establish trade practices in the interest of profitable operation.

Undoubtedly we are entering into a new era of government regulations, which will definitely result in forcing into the discard all unethical practices. Taking this program at its worth, it is well for the Western Grain and Feed Dealers Ass'n to evolve and recommend trade practices within its organization, which would be definitely beneficial to the country grain trade, and yet not against the interests of farmer customers.

During the world war emergency regulations authorized wider margins for handling grain than ever before or since. Country elevators are still attempting to handle grain for 1/4c to 1c a bushel margin, which, of course, is impossible.

## TREASURERS REPORT.

### RECEIPTS.

Balance on hand	\$269.82
Dues	474.00
Directory	12.00
Supplies sold	6.36

\$762.18

### DISBURSEMENTS.

Postage	\$ 76.10
Printing and supplies	147.56
Sioux City Convention Expense	148.07
Officers Expense—President	36.98
Secretary	68.79
Federal Tax and Bank Charges	2.08
Supt. of printing, State of Iowa	14.00

\$493.58

Deposit closed banks	34.50
Current bank balance	234.10

\$762.18

Adjourned to 2:00 P. M.

## Wednesday Afternoon Session

PRESIDENT GALBRAITH called the second session to order and introduced Geo. E. Booth, Chicago, president of the Grain & Feed Dealers' Nat'l Ass'n, who discussed the new



laws and conditions confronting the grain trade. His address is quoted elsewhere in this number.

A. D. HAYES, New London, moved that the Ass'n endorse Ray Baxter of Burlington, for the position of Wheat Administrator in Iowa. Carried.

SEC'Y MILLIGAN presented the new law providing for liens on grain for threshing and shelling and asked the dealers to use their best endeavors to secure its early repeal. The law as enacted forces the regular buyer of grain in the open market to serve as collector of delinquent accounts for the thresherman and the sheller. Read it *once*, then tie large ice pack around head. Don't swear:

#### THRESHING AND CORN SHELLING LIENS ON GRAIN.

House File No. 266, 45th G. A.

Section 1. Any person, firm, corporation or association engaged in operating a machine for the threshing of any kind of grain or seed or for the shelling of corn, shredding corn, filling silos and doing custom threshing or corn shelling for hire shall have a first lien on any grain, seed or corn threshed or shelled for the reasonable value of said services.

Sec. 2. Said lien shall be prior and superior to any landlords lien or mortgage lien upon said grain, seed or corn.

Sec. 3. In order to preserve said lien the person entitled thereto must, within ten days from the completion of the work for which the lien is claimed, file in the office of the Clerk of the District Court of the County in which said services were rendered an itemized and verified statement setting forth the services rendered, number of bushels of grain threshed or shelled, the value of said services and the name of the person for whom said services were rendered; and the Clerk of the District Court shall note the filing of said verified statement in a book kept by him for that purpose and index the same under the name of the persons for whom such service was performed.

Sec. 4. Proceedings to enforce said lien must be brought within thirty days after the filing of said verified statement and cannot be brought thereafter.

Sec. 5. Said lien may be foreclosed as a chattel mortgage lien under the provisions of Chapter Five Hundred Twenty-three (523), Code, 1931, except that the notice of sale need not be published but in lieu thereof may be posted in three public places of the county, one of which, shall be the bulletin board in the corridor of the court house and one of which shall be the place where the grain or seed or corn is located.

Effective July 5th, 1933.

PRESIDENT GALBRAITH appointed the following com'ites:

TRADE PRACTICES: F. D. Milligan, Jefferson; Geo. A. Wassenaar, Cascade; Ed. Waggoner, Ankeny; C. E. Harris, Williamsburg, and Jo Pavel, Solon.

RESOLUTIONS: Lee Davis, Farnhamville; O. D. Johnson, Oakville, and L. R. McKee, Muscatine.

NOMINATIONS: J. Clyde Smith, Grundy Center; W. C. Walker, Boone, and Jesse Lundevach, Luverne.

Adjourned to make way for banquet.

#### Banquet in the Crystal Room

Under the leadership of Toastmaster Hon. Jno. M. Grimm of Cedar Rapids, the dealers with their wives and sweethearts were kept smiling.

The speaker of the evening was Peter B. Carey, President of the Chicago Board of Trade, whose able exposition of the selfish motives and unfair methods of the Farmers Nat'l Grain Corporation in grabbing U. S. taxpayers' money was broadcast over KWCR and published in the leading dailies of the state. It is quoted elsewhere in this number.

After many of the guests had risen or addressed the diners to prove their presence Earl Disbrow distributed coveted presents as rewards for merit.

John Mueller, of Calamus, who had just been united with his sweetheart in marriage, neglected to come forward and claim the rattle awarded him.

J. Clyde Smith, of Grundy Center, thoroughly enjoyed his singing top.

W. C. Walker, of Boone, carried off the bubble blowers.

Following the enjoyable entertainment not-

withstanding the heat, many rushed to the Iowa theatre where a red hot program kept the modest blushing.

#### Thursday Morning Session

The third session was called to order by Pres. Galbraith at 10:30 A. M.

M. L. VEON, President of the Cash Grain Ass'n of Chicago, gave an interesting address on Shipping Grain by Trucks vs. Railroads and Its Effect on the Grain Trade. His address appears elsewhere in this number.

The questions and discussions which followed disclosed a growing sentiment for a greater tax on all the heavier trucks in hope of forcing the trucking companies to bear their fair share of the cost of building and maintaining the highways.

LEE DAVIS, chairman of the Resolutions Com'ite, presented the following:

#### RESOLUTIONS ADOPTED.

First, Be it resolved that the Western Grain & Feed Dealers Ass'n in annual session, reaffirm their faith and confidence in their Organization, and their ability to work for the best interests of the farmer, and those engaged in the marketing of their products.

Second, Be it further resolved that this Association give every assistance to those in charge of administration of the Agricultural Adjustment Act, and that our members cooperate, with the idea of maintaining the high ethical standing, and individualism so long in practice in the grain trade, in order that the Act may become effective, and efficient, and bring to the producer, the distributor, and the laborer a reasonable return for the effort and capital invested.

#### CONDEMN H. F. 266.

Be it further resolved that we condemn House File No. 266, of the 45th General Assembly of the State of Iowa, as unreasonable and attempts to make of a grain merchant a bill collector. We recommend its immediate repeal.

GEO. BOOTH offered a vote of thanks to the Cedar Rapids grain men for their bounteous hospitality and entertainment. Carried.

The com'ite's report was adopted and a copy of the first resolution was ordered sent to the Sec'y of Agriculture.

W. C. WALKER of Nominations Com'ite presented the following and all were elected:

President, Earl Galbraith, Sac City; Vice-Pres., R. U. Tierney, Perry.

New Directors: Hugh Hale, Royal; Geo. Potgetter, Steamboat Rock, and C. E. Harris, Williamsburg.

Suggestions for the Code of Trade Practice Com'ite were ordered sent to F. D. Milligan, Jefferson.

Adjourned *sine die*.

#### Convention Notes

The registration was in charge of Mr. Westefeld of the Western Grain Dealers Mutual Fire Ins. Co.

The Cedar Rapids dealers were in attendance continuously looking after the comfort and pleasure of the visitors.

Continuous quotations were posted in the States Suite on the Parlor Floor by Lamson Bros. & Co., who furnished cigars and cigarettes to burn. Geo. Booth and Art Torkelson kept open house.

#### In Attendance

DAVENPORT sent Bert Dow.

PEORIA sent Guy F. Luke of Luke Grain Co. C. E. NEWELL was the lone elevator builder present.

FROM MILWAUKEE came W. A. Hottensen of Wm. Bell Co., C. LaBudde and A. L. Johnstone.

BURLINGTON was represented by G. C. Baade, Supt., Trans-Mississippi Elevator and C. W. Bovard, Chief Inspector of the Chamber of Commerce.

AMONG the feed ingredient men in attendance were Ed. N. Alban, Waterloo; J. V. Bass, Marshalltown; L. J. Ebberts and R. S. Fisher, Keokuk and C. M. Stormes, Des Moines.

THE LADIES present were Mesdames W. P. Blackford, G. A. Dabinett and Chas. L. Douglass, Cedar Rapids; L. A. Douglass, Humboldt; Frank Fakes, Walker; R. S. Samuelson, Ames and Miss Mary Louise Simon, Coleridge, Nebr.

CHICAGO grain firms were represented by

Roy Maddock of Rosenbaum Grain Corp.; John M. Rose of Quaker Oats Co.; H. R. Sawyer of J. H. Dole & Co.; L. R. Stensen of Jas. E. Bennett & Co.; Chas. L. Douglas and Leand A. Douglas of E. W. Bailey & Co.; Geo. E. Booth, Art G. Torkelson and R. E. Disbrow, Lamson Bros. & Co.; E. E. Rice and M. L. Vehon, also Jos. A. Schmitz, Chicago Board of Trade Weighmaster.

Among the Iowa country elevator operators present were E. E. Beatty, Shellsburg; W. R. Blackford, Oskaloosa; Raymond A. Belz, Conrad; H. B. Borkman, Malcom; L. M. Chambers, Carroll; G. M. Crosby, Fenton; Lee Davis, Farnhamville; G. R. DeYarman, Oids; Frank Fakes, Walker; Carl E. Feddersen, Olin; Charles Fling, Hopkinton; Irwin L. Ford, Marion; M. F. Froning, Liscomb; Earl Galbraith, Sac City; J. Gebers, Lincoln; M. E. and Wm. Grettenberg, Coon Rapids; Handy & Griffin, Hills; C. E. and W. F. Harris, Williamsburg; A. D. Hayes, New London; C. B. Hennings, Kellogg; E. H. Hurbigse, Monticello.

Al. Jeorgensen, Blairstown; O. D. Johnson, Oakville; L. T. Larson, Huxley; Jesse Lindebak, Luverne; M. C. Luckner, Gladstone; Russell E. Lux, Hopkinton; J. F. McNally, Fonda; L. R. McKee, Muscatine; John Mueller, Calamus; Melvin E. Mundt, Clutier; J. J. Macheak, Williamsburg; John Meyochr, Luzerne; F. D. and R. P. Milligan, Jefferson; Perry G. Mills, Central City; Ellis J. Mueller, Calamus; H. F. Mueller, Grand Mound; Edw. O. Owens, Burlington; Jas. Pavel, Solon; Ernest Peck, Mechanicsville; D. J. Peters, Wellsburg; L. Pulley, Zealring.

A. M. Roth, Luzerne; R. E. Samuelson, Ames; Geo. F. Schafer, West Liberty; J. Clyde Smith, Grundy Center; J. E. Stirim, Conroy; Geo. A. Wassenaar, Cascade; W. A. Wilkin, Albia; Thomas H. Wiley, Walker; Amos Wyse, Wayland; Ed. and H. E. Wagner, Ankeny; Robert and W. C. Walker, Boone; Wm. Young, Sac City; E. S. Yeisley, Victor.

#### World Wheat Conference Marking Time

The international agreement for reduction of wheat acreage and limitation of exports made progress until the failure of the Australian states to join in the program.

The agreement for acreage reduction is understood to provide for 15% cuts in area seeded for the 1934 crops.

The United States delegation to the economic conference on June 22 presented a resolution asking that embargoes, import quotas and various other arbitrary restrictions on imports be removed completely as quickly as possible and that nations be constrained from pursuing a policy of extreme nationalism and from raising additional trade barriers and discriminations. It was pointed out that tendency of nationalistic action, if carried to a natural conclusion, would result in almost complete elimination of international trade and return to medieval isolation.

#### Salina Board of Trade Celebrates Election

The annual election party staged each year by the Salina Board of Trade immediately following the selection of officers and directors to guide the destinies of this "young man's market," is widely heralded. This year John Vanier's newly purchased 1,700 acre ranch was the scene of the entertainment. All of the 75 invited guests were on hand in the early afternoon.

After surveying the rolling hills and dales, not to mention an excellent stock of straight-back white-faced herefords, horse-shoe pitching, indoor baseball with about 20 on each side, and other games of sport and chance ruled until it was announced that "Scup's On!" Along with the cooling refreshments, buffet supper was served and few forgot to eat.

A ten-gallon Stetson was presented president-elect John Vanier, amid loud applause, the hat to go with the new ranch.

Singing and story-telling was the last order of the night, the most popular theme-song being "Old John Vanier he ain't what he used to be . . ." etc. And thus, far, far, into the night a good time was had by all. The friendly comradeship was most refreshing.



# Trucks and Gross Income Tax Discussed by Indiana Dealers

The gross income tax law enacted by the last Indiana legislature and made effective in May was the major problem before delegates to the mid-summer meeting of the Indiana Grain Dealers Ass'n, held in the Union Memorial Building, Purdue University, West Lafayette, June 20.

It proved an effective drawing card, for the attendance was swelled until the meeting hall was overflowing and interest was manifest in the close attention delegates gave the speakers. Keith L. Johns, who discussed the gross income tax problem, was besieged with questions during and after the morning session.

PRES. W. D. SPRINGER, Indianapolis, called the first session to order at 10 a. m. Tuesday.

DEAN J. H. SKINNER, head of Purdue's Department of Agriculture, welcomed the delegates and outlined the work of the college experiment station. With plans for reducing production and acreages, now embodied in the policies of the federal government, increased production is in ill standing. But there is still a great deal of interest in lowered costs of production and in marketing to bring higher prices. Efforts are now being directed to that end.

The grain dealer, coming in direct contact with the farmers every day, is in the best position for keeping farmers informed of late experimental developments. The information and advice they pass on is often accepted by the farmers whose confidence they have earned.

KEITH L. JOHNS, Indianapolis, Public Relations Division, Gross Income Tax Division, explained the gross income tax law, saying:

## GROSS INCOME TAXES

During the past few years property values, which have borne the largest share of assessed taxes, have dropped to such unprecedented levels that taxation has given insufficient income to support the government. Some means of developing income had to be devised. The net field having been already fully explored by the federal government, and incomes having been reduced until there was nothing left for the state government to collect, the Indiana legislature turned to the gross income tax. It was felt this was the most efficient means of developing tax monies with minimum burden on the people. It spread the taxes so that all would have to pay.

The tax applies on gross income, which means that if an article is sold at \$5 and this much is accepted as payment, the entire \$5 is taxable, regardless of cost of the item, and business overhead.

The tax is 1% of gross receipts on all merchandise sold to the final consumer or the final user. This covers all retail sales, including those made by a farmer to another farmer, and personal services.

On wholesale business, where merchandise is simply manufactured, or passed on to other business houses, the tax is  $\frac{1}{4}$  of 1%.

An arbitrary exemption is made of \$1,000. The first \$1,000 of gross income is untaxable, and may be deducted in making returns.

The one exception to the rule for distinguishing between wholesale business and retail business is the sale of products to a manufacturer or a processor, as of wheat to a flour mill. The mill "uses" the wheat to make flour, but the change of ownership is taxable at only  $\frac{1}{4}$  of 1%.

Grain dealers commonly do both a retail and a wholesale business. In making returns they are required to distinguish between the two classes of business, and for this reason are urged to keep separate accounts of their wholesale and retail business. The \$1,000 exemption may be deducted from either division, but all dealers will take their exemption on the retail part of their business which is taxable at 1% because it saves them the most money.

Goods sold to the final user are taxable at 1%, but where a retailer acts as an agent selling goods on consignment, and has simply a commission to enter in his books as cash receipts, he pays the tax only on the commission.

Borrowed money, which may be shown among receipts, is not taxable. Prepaid freight may also be deducted from gross receipts, because it does not enter into the sale price of the article.

Companies may elect to pay their tax on the cash receipts basis, or on the accrual basis, but must abide by the basis they select until and unless the tax commission gives them permission to change. If the cash basis is selected payment of the tax must be made on all cash receipts, including that which is received in payment of old accounts contracted before the passage of the law. On the accrual basis taxes are paid on accounts receivable entered in the books, and is collectable whether the accounts are ever actually collected or not.

Property, or notes, accepted in lieu of cash are taxed as cash.

The tax collected on gasoline, wherein the seller of the gasoline simply acts as agent for the state in collecting, is deductible from the gross receipts. This avoids paying taxes on taxes.

On trade-ins the company may pay the tax on the sale price of the article sold, or it may pay the tax on the cash received for both the new article and the re-sold trade-in. If a machinery dealer sells a tractor for \$1,000, accepting \$700 in cash and a trade-in of machinery valued at \$300, he may, according to the form of return he selects, pay the tax on the \$1,000 and have to pay no tax on the trade-in regardless of the amount it brings; or he may pay the tax on the \$700 cash received, and then pay the tax on whatever he gets for the trade-in when it is sold.

The gross income tax is a tax on business and accrues on every turn of merchandise, the state assuming that every business man turns merchandise for profit.

## DISCUSSION

WALTER MOORE, Covington: What are the features of the law covering interstate business? If I ship a car of grain to Chicago the business is transacted outside of the state. Do I have to pay the tax on such business?

MR. JOHNS: We are waiting for the courts to decide whether we can or cannot collect the tax on interstate business. You are required to keep a record of grain shipped out of the state. If the courts decide in our favor the tax will be collectable on such business on and after Jan. 15, 1934, and will be retroactive to the effective date of the law. This applies also on grain shipped to other states by truck.

E. E. ELLIOTT, Muncie: Who has to file returns?

MR. JOHNS: Everybody.

MR. ELLIOTT: In what position is a trucker who buys grain from a farmer in one territory and peddles it to farmers in another? Those fellows seldom keep records and are hard to catch.

MR. JOHNS: The trucker must keep records and pay the 1% tax on his gross receipts where sales have been made to final users. If he doesn't, let us know about it, and the teeth in the law will catch him. The penalty is too heavy for anyone to want to take a chance.

H. E. GARRISON, Earl Park: The legality of the law is being questioned. If it is declared unconstitutional will the tax commissioner return what we pay?

MR. JOHNS: The tax commissioner has no other alternative. On the other hand, you can bet that if the law is declared unconstitutional the legislature will find some other law to pass at the next session that will hold.

A DELEGATE: Many farmers have asked how the tax commission is going to check up on them and force payment of the tax.

MR. JOHNS: The tax commission is granted power to inspect the books of grain dealers and all other business houses for the

purpose of determining whether a farmer has received a taxable gross income. If a farmer fails to make a return the teeth in the law will catch him.

QUESTION: How about foreign corporations taking orders and shipping merchandise into Indiana?

MR. JOHNS: The state of Indiana has no authority over such business unless the corporation is authorized to do business in Indiana. If the corporation has an office or warehouses here and payment is made to an Indiana office for merchandise, the tax is collectable. An Indiana permit or license makes the Indiana business of a foreign corporation taxable.

E. K. SHEPPARD, Indianapolis: As we understand this tax then when a thousand bushels of wheat is sold by the farmer to the elevator it is taxed  $\frac{1}{4}$  of 1%; when it is sold again to the terminal market man it is again taxed; when it moves to the flour miller it suffers the same tax; when it is sold as flour to the wholesaler there is another tax; when the wholesaler sells it to the retailer still another tax is paid, and when the retailer sells it to the consumer a final tax of 1% is assessed. Such a chain of sales would make the gross income tax 2 $\frac{1}{4}$ %.

MR. JOHNS: That is right. Each change of ownership in the grain would be taxed. This is a tax on business.

Further discussion revealed that if a grain elevator accepts grain in lieu of cash as payment on an account, the grain would have to be entered as cash and a payment of the tax made by the farmer.

A corporation must pay a tax as a corporation, and officers of the corporation must pay a tax on their income from it.

A co-partnership must file a return, but is not taxed. The tax on its gross receipts comes in collections on the income of the partners. Each partner is entitled to exemption on his first \$1,000 of gross receipts.

## INDIANA TRUCK LAWS

MARK RODENBECK, Indianapolis, ass't commissioner, Bureau of Motor Vehicles, told about the 1933 laws affecting the operation of trucks. He said:

Two laws passed by the last legislature affect the operation of trucks. The first of these is the contract carrier law. The second governs vehicle weights.

In 1925 the legislature enacted a common carrier law, which provided that all public carriers who hold themselves out to do business at all times along certain routes, as the truck lines and buses, must take out a certificate, first proving to the Public Service Commission that a route had need for the services offered.

The new law covers contract carriers, truckers who are available at all times to move a shipment of goods from one place to another. This class must take out permits.

Certain classes of contract carriers are exempted from taking out permits. Among these are those whose trucks are used only within the corporate limits of a town or city, and its suburban territory. Suburban territory is defined as 1 mile from the corporate limits, with an additional mile for each 50,000 of population. Those whose trucks are used solely in transporting livestock, grain, or farm or dairy products, or farm supplies. This exempts farmers hauling their own or neighbors products, even tho it is for hire. But if the truck is used for anything else it comes under the contract permit law. Those trucks operated by non-profit cooperative ass'ns.

Trucks used for private business and only occasionally or casually hired out. The words "occasional" and "casual" are defined in connection with the nature of the business. If a packing company, using its trucks to deliver meat across the state, and hauling its own purchases of butter and eggs or poultry back, were to accept a load for hire when it didn't have anything of its own to haul, that would be defined as "occasional" or "casual." But if the truck were available for hire at all or nearly all times, it would be defined as a contract carrier, subject to permit. Under this law the majority of trucks are exempt from need for a permit.

The truck weight tax law is a tonnage tax that falls due on Aug. 1. If a truck is exempt from the permit law it is also exempt from the weight tax. The tax is \$1 for each 100 lbs. gross weight of the truck, tractor, trailer, or semi-trailer, fully equipped but without load.



Those attempting to wild-cat, and avoid payment of the weight tax will not succeed, for the law specifically states that the license bureau shall not issue a license for operation of a truck until the Public Service Commission has issued a permit, unless exemption is proved. Claim for exemption is subject to proof by the applicant.

Other features of motor carriers laws passed at the last legislative assembly cover safety. On and after Jan. 1, 1934, every trailer or semi-trailer of 3,000 lbs. gross weight or over must be fitted with good and adequate brakes. Likewise every trailer or commercial carrier must carry two red flags and two brilliant red lights or red flares. When stopped on the road for any reason other than that of picking up passengers, these warning signals must be placed 300 ft. ahead and 300 ft. behind the truck, or bus.

Every contract carrier hauling grain or livestock to market must use a bill of lading, showing the origin, the destination, the shipper, the consignee, and description of the cargo.

To eliminate unfair competition, soliciting of rebates is classed as a punishable misdemeanor. Thus if a trucker offers to haul a hundred bushels of grain 10 miles at 2 cents a bushel, he is protected from another trucker making the same quotation, but promising a rebate on the haul.

Adjourned to 1:30 p. m.

## Tuesday Afternoon Session

PRES. SPRINGER called the second session to order at 1:30 p. m.

GLEN A. PRITCHARD, Pendleton, told of the advantages of membership in the ass'n, saying:

### REASONS FOR JOINING YOUR ASS'N.

It is the largest and truly representative trade organization representing the grain and feed dealers and millers of Indiana.

Operating under Trade Rules, Arbitration Rules, being affiliated with the Grain & Feed Dealers National Ass'n, having legislative and other necessary com'ites for conducting the business of the Ass'n, we are in a position to play a prominent part for the trade we represent in this state as an outgrowth of the Industrial Control Bill. We are endeavouring to keep in as close touch as possible with information on this bill and will endeavor to qualify under this new act at the earliest possible moment.

Information coming from many sources already indicates that firms and individuals for the benefit of their own interests should immediately join the representative trade organization of their business. With the enlarged scope of activities, many trade ass'n dues will doubtless be advanced. There will be no change in dues of I. G. D. A. in the very near future, though it would be well for non-members to join under the present dues of only \$13.00 for a principal station and \$5.00 for additional stations per year.

This Ass'n was exceedingly active in legislative matters at the last session of the State legislature. Of the five regulatory truck laws proposed, four of these were enacted into laws and all were actively supported by this Ass'n.

The information going out thru bulletin service frequently, as well as thru correspondence, is invaluable to the members. We endeavor to keep you posted upon current events of interest to the trade, posted on dishonest firms or agents out in the state, interpretation of new laws such as the Gross Income Tax Law, protection against paying for grain on which there is a lien, assistance in collection of claims, afford means for arbitration of controversies if necessary, and innumerable other forms of service available merely upon request.

We worked untiringly on this trucking proposition, called special meetings between grain dealers and railroad representatives in trouble afflicted territory and have made special trips to Chicago and other terminal markets to participate in hearings seeking reductions in freight rates in order to meet the low rates of the trucks hauling grain from the farms to the markets direct.

Reductions in power rates by the utilities in Indiana have received a great deal of attention from our Ass'n. Beneficial results have been obtained in many cases directly traceable to our efforts.

PRES. W. D. SPRINGER discussed the future of the country grain business in an interesting address published elsewhere in this number.

JOHN W. McCARDLE, Indianapolis, told about the influence of the grain dealer in his territory and his opportunity for constructive effort, saying:

I've been a member of this ass'n ever since its inception 33 years ago. Many changes have come in that time. But never before has there been a time when it was more important to belong to your trade ass'n than at present.

This government is now run by groups. Any individual, going to Washington for correction of his troubles, gets no place. He must work thru an organized group.

Taxation has become a burden. Last winter the legislature took the longest step forward in history. The gross income tax, more fairly distributes tax burdens than the property tax methods that have been used. Money for government purposes must be raised some way. But the burden has grown excessive. In the decade 1920-1930 taxes in Indiana increased 91%.

It is up to men like you to see that money spent for public purposes in your communities returns full value.

The government operating expense at Washington has increased 482% since 1911. No business can succeed if it has to issue securities to pay operating expense. The government is no different. If you keep on spending money, and pay up no debts you must eventually go broke.

This sort of politics has led to many foreign countries repudiating their bonds, and it is possible for many American cities to do the same. Cities have been careless about increasing their debts.

It is alright to make money but how it is made is also a factor. I'm opposed to government ownership. There is too much government in business now and not enough business in government. Such things as dredging of rivers and making discriminating water rates is unfair.

A treaty has been approved for making the St. Lawrence a deep waterway. This will cost a billion or more dollars. Such things must be paid for. And the people doing the paying are the taxpayers. It behooves every grain dealer to interest himself in the civic life of his community and see that the public dollar spent brings a dollar's worth of public value.

DR. C. C. CLORE, Greenwood, talked on the feed business from the standpoint of the veterinarian. He said:

The commercial feed business was brought to us by the large feed manufacturer. He supplied initiative, sales campaigns, resale efforts. When depression came it left feed retailers with no one to lean on.

Yet when grains and feeds were cheap it was more important than ever to feed balanced rations in order to reduce costs.

It takes a real product, knowledge of feeds, familiarity with livestock diseases, and intestinal fortitude to keep on going, developing a feed business.

The time is past when the farmers will come to the elevator for their feeds. You have to go to them. The ability to recognize diseases will help to sell feeds. If animals are in the right condition they will make best use of the feed. In advertising tell the farmer something that will interest and help him.

Make use of a good credit system. Business can be developed with the use of credit. The farmer needs credit. Especially on hogs. It helps him and builds trade. But extend credit safely. Take notes, or checks to insure payment.

Don't add a portable grinder to your feed business as a sideline. We have tried it and found it doesn't pay. It is impossible to make more than eight \$2 jobs in a day; not enough to make it show a profit when everything is considered.

When a machine and a gasoline motor are set on a truck bed they go to pieces much faster than when they are stationary. When the machine is worn out it is found that there hasn't been enough money made to buy a new one. Furthermore they eat gasoline. We made more money on the gasoline we sold to supply the portable grinder, than we did on the grinder.

On 19 months of operation our machine took in \$1,960. Its operating expense was \$1,582. That didn't leave much for profit and depreciation. We were forced to conclude the portable grinding business was an unprofitable sideline.

The hatchery business is different. It is a natural, seasonal sideline for the feed business. The hatching of chicks has as much or more to do with whether or not they live than the feed they are given. A hatchery must at all times sustain the right temperature. Eggs that are fertile, from hens that have been properly fed, are necessary to healthy chicks. Proper care of the chicks in the first few hours, before they are shipped will often govern their ability to live and grow. You will find the hatchery business a great aid in selling feeds.

Before you sell feeds see that the animals to which they are to be fed are in good condition. If the animals are wormy, or diseased the feed cannot be expected to produce good returns.

PRES. SPRINGER talked briefly on the Industrial Control Act and the relationship it develops between trade ass'ns and their members. He read the discussion of this relationship by Seidman & Seidman, certified public accountants, published on page 401 of the June 14 number of the Journals.

SEC'Y FRED K. SALE, Indianapolis, read a letter from Geo. E. Booth, Chicago, Pres. Grain & Feed Dealers National Ass'n, saying:

### NATIONAL ASS'N GREETINGS

Please extend for me the greetings of the Grain & Feed Dealers National Ass'n to the members of your ass'n.

No doubt you have heard that F. A. Theis, Kansas City Board of Trade member and a grain man of much experience and ability, was selected to be the new administrator of wheat processing and marketing under the Agricultural Adjustment Act. He is a member of the executive com'ites of our national ass'n, and is to be congratulated for the recognition of his ability and integrity.

From different sources, I have the understanding there have been no proposals in Washington, under the Agricultural Adjustment Act to affect or interfere with the usual way of handling grain at country points or terminal markets. I quote from one advice, "Apparently the purpose up and down the line in the Agricultural Adjustment Administration, is not to interfere with free and open markets."

Sec'y Sale announced arrangements for group meetings in various parts of the buildings, so that dealers might get together and consider the gross income tax law and their local problems. The chairmen appointed for the various districts were O. L. Barr, Bicknell, for Vincennes district; C. R. Jackson, Seymour, for Seymour; Hal Thompson, Kokomo, for Kokomo; C. M. Urschel, Tippecanoe, for Plymouth; L. E. Lake, Colfax, for Frankfort; Victor Stuckey, Berne, for Ft. Wayne; J. J. Werner, Rochester, for Logansport; T. C. Crabbs, Crawfordsville, for LaFayette; Walter Atkinson, Enos, for Rensselaer.

Adjourned *sine die*. The regular meeting was followed by the gatherings of groups under their appointed chairmen, by the formation of parties for visits to the poultry and hog experimental farms of the University, and by visiting among the delegates.

## Banquet

An excellent banquet was served in the ballroom of the Union Memorial Building at 6:30 p. m. and was well entertained with orchestra music and singing by featured soloists.

The speaker of the evening was "Dusty" Miller, of Wilmington, O., a humorist with a national reputation, who cheered the delegates with his hopes for the future.

## Entertainment for the Hoosier Ladies

About 60 ladies were in attendance. They were royally entertained by the Noblesville Milling Co., which had provided a special program for them in the Home Economics Building, a luncheon in the Peasant Room of the Union Memorial Building, and a card party in the afternoon.

The special program in the Home Economics Building featured such important home surroundings as dress, blending of colors and furnishings.

Five prizes were given for high scores at the bridge party in the afternoon, including a water pitcher of pewter, a glass vase, a linen luncheon set, a pewter tray, a set of drawn-work pillowcases, a china salad set and a white beaded bag.

## Hoosier Convention Notes

Pencils and telephone note pads were souvenirs distributed by Cleveland Grain Co. and by Lew Hill Grain Co. Lew Hill had a display showing why he is a "bull." It was several samples of poorly developing corn and oats, promising a small crop.

Sightseeing trips to the swine and poultry farms of Purdue University, where delegates could see new feeding experiments getting under way, attracted many at the close of the afternoon session.

REGISTRATION was in charge of R. D. MacDaniel and A. E. Leif of the Grain Dealers Mutual Fire Insurance Co., which supplied the attractive badges. Miss Eva True, the "financial queen" of the Ass'n, did



duty at the banquet ticket table and ran up a high score in sale of the pasteboards.

The action of the markets was kept before the delegates by Wm. Tucker of Lamson Bros. & Co. Another Chicago representative was Geo. M. Slinghoff.

A NUMBER came over from the Crawfordsville office of Crabbs-Reynolds-Taylor Co., including T. H. Beesen, T. C. Crabbs, C. B. Dunnington, Harold T. Gray and N. R. Shaw. Other seed representatives present included E. M. Burge, Fred W. Camper, Guy Davis, E. L. Floyd, F. R. Freeman and H. R. Moon.

OHIO sent L. J. Schuster and C. E. Patterson, Toledo, and S. L. Rice, Metamora.

MACHINERY firms were represented by W. W. Pearson, West Point, for L. J. McMillin.

ILLINOIS representatives present included Ben B. Bishopp, H. D. Bowles, W. L. Smith and J. D. Worsham of Sheldon, L. B. Walton of Mayview and C. O. Long of Hoopston.

INDIANAPOLIS sent Geo. F. Buttruff, L. S. Daugherty, Albert O. Deuse, L. H. Earl, Wm. R. Evans, Wm. B. Foresman, Don Hart, Lew Hill, Sam. Holder, O. P. Larimore, C. H. McEwan, C. Wm. Maibucher, Warren Mannon, Ed K. Sheppard, W. D. Springer, Charles S. Weirick and Louis A. Yochem.

FEED INGREDIENT supply men were C. C. Clore, Greenwood, and L. E. Van Divier, Indianapolis, minerals; Eugene S. Moore, Vineland, N. J., T. B. McFeron, Osgood, Ind., and G. W. Standish, Harrison, N. J., cod-liver oil; F. S. Modjeska, Toledo, bags; A. F. Leathers, Chicago, packinghouse by-products; O. P. Gossett and H. H. Edwards, Danville, Ill., semi-solid buttermilk; J. J. Bauer, Wadsworth, O., salt.

#### IN ATTENDANCE

COUNTRY SHIPPERS and mill representatives present included Joseph Abraham, North Hayden; Charles S. Anderson, Stockwell; Carl R. Applegate, Cicero; W. D. Adams, Elizabeth Grove; W. H. Armitage, Goodland; W. C. Babcock, Rensselaer; D. O. Brookie, Monon; E. W. Blick, Indianola; O. L. Barr, Bicknell; J. J. Batchelor, Sharpesville; W. C. Blankenbaker, Mt. Ayr; J. D. Brown, Burnettsville; Lionel G. Brown, Noblesville; D. W. Bender, Pennville; W. R. Beck, Shelbyville; F. A. Bollenbache, Berne; F. J. Baird, Kewanna.

C. O. Cooper, Wingate; C. F. Cripe, New Waverly; John Cruea, Crawfordsville; L. S. Conaroe, and A. B. Cohee, Frankfort; Everett Daily, Thornhope; Earl Davis, Michigantown; F. E. Dowling, Camden; Lee Evans, Remington; Walter Einspahr, North Hayden; E. E. Elliott, and W. E. Elliott, Muncie; C. G. Egly, Fort Wayne; B. W. Furr, Kempton; Fred Farr, Warren; J. S. Geabes, Clay City; Miles Gooding, Frankton; Charles I. Gray, Shirley; H. E. Garrison, Earl Park; Harrison Griffith, Mexico; F. D. Garver, Boggstown; E. E. Guyle, Burnettsville; L. E. Greenwood, Rensselaer.

W. C. Halstead, Brookston; C. E. Hedworth, Remington; A. N. Hudson, Kitchell; J. R. Holland, Franklin; Wm. Hairy, Winchester; J. M. Hanna, Knightstown; John Herr, Herr Station; Ross Hutchinson, Bentonville; Don B. Jenkins, Noblesville; David Jackley, Peru; Hiram Jones, West Lebanon; J. C. Kashner, Thornton; W. L. Kraning, Mexico; F. W. Knecht, Hartford City; John D. Kiefer, Elwood; Charles C. Lidster, South Raub; J. W. Lightfoot, Warren; John E. Lynch, Darlington; O. W. Lingeman, Browns-

burg; Etna Lefforge, Amo; W. N. Loughry, Monticello.

E. L. McDowell, Otterbein; Mr. McRobertson, Williamsport; T. A. McCoy, Liberty; Paul McComas, Fisher; J. T. Martin, Mt. Ayr; Ed. Montgomery, Hemlock; Hugh Mattix, Frankfort; E. H. Merritt, Brownsburg; A. B. Martin, and J. C. Martin, Lafontaine; W. M. Moore, Covington; L. L. Moore, Perrysville; V. W. Moore, Kirklin; Ivan Mills, Crown Point; Gerald Nicholson, Frankton; Ralph Overman, McGrawsville; Walter Penrod, Medaryville; C. C. Parlon, Otterbein; B. E. Page, Mellot; G. A. Pritchard, Pendleton; James Fearcy, Peru; Verl Pierce, Mooreland; Clarence Peters, Portland.

C. F. Reeves, Charlottesville; W. W. Suckow, Franklin; A. D. Shirley, Walton; A. N. Snyder, Bluffton; Charles Smallwood, Lafontaine; Russell Shahan, Lizton; Warren Sheffield, Treaty; Charles Scott, Bunker Hill; C. W. Shuman, Logansport; C. A. Stevenson, Cyclone; Victor Stuckey, Berne; M. P. Sellars, Forrest; A. F. Stultz, Pennville; E. K. Sowash, Crown Point; Parker Simison, Romney; W. F. Shirley, Bluntsville; Jos. A. Stone, and Lemuel Shipman, Lochiel.

Amos S. Tharp, Warren; A. O. Thomas, Marion; Hal Thompson, Kokomo; A. F. Troyer, Lafontaine; C. M. Urschel, Tippecanoe; I. S. Valentine, Franklin; C. R. Van Deventer, Attica; Arnold Vangundy, Thornhope; Walter Whitecotton, New Ross; Lisle L. Wallace, Terhune; N. R. Wall, Pittsboro; P. J. Wolfram, Brownsburg; V. M. Weinkauff and V. L. Weinkauff, La Crosse; H. T. Wilcox, Marion; John Werner, Rochester; C. T. Wilson, Sulphur Springs; T. B. Wilson, Russellville; C. C. Wheeler, Reynolds; and Earl Walker, Middletown.

### A Short Lived Boom Expected

Dr. H. Parker Willis in a recent bulletin of the National Ass'n of Purchasing Agents, wrote:

The farmer who gets twice as much for his wheat is no more able than before to meet the charges on his mortgage if meanwhile the cost of producing a bushel of wheat has more than doubled, which is precisely what is likely to occur in a period of arbitrarily-raised prices such as is now being planned.

If a sufficient proportion of those who have been hoarding their funds can be either frightened or cajoled into extensive speculative commitments, or into the making of long-deferred investments thru fear of higher prices, or if manufacturers and merchants whose inventories have long been abnormally low, can be induced now substantially to enlarge them, it is quite possible that, for an interim period, a short-lived boom of moderate proportions can be stimulated.

There is nothing in the so-called inflation program that has not in the past been repeatedly tried, in this country and elsewhere, with or without immediate effect but with ultimate disaster. The method of artificial stimulation was given a full trial from 1929 onwards without good result, as every one knows.

To sum up, the price raising program of the Washington government is unsound in principle and economic reasoning. No permanent good can be expected of it in the long run and on balance. Whether we shall be able to create for ourselves another short-lived fool's paradise in the application of it remains for the future to disclose.

### Misuse of Farm Board Funds

The recent audit by the Comptroller-General of Farm Board finances has disclosed an attempt by the Northwest pool to divert Farm Board funds into unauthorized elevator construction.

On the difficulties of the Farm Board in making indirect loans (that is, loans to a regional co-operative thru the Farmers National Grain Corporation) the report says:

"Mr. McKelvie presented to the Board draft of letter dated April 20, 1931, which he had addressed to C. E. Huff, pres. Farmers National Grain Corporation, as follows:

"On page 427 of the April 8 issue of the Grain and Feed Journals, seven proposed building projects of the Farmers Union Terminal Ass'n are stated as follows:

"Duluth, Minn.; Fairmont, Minn., 500,000 bus.; Jamestown, N. D.; Max, N. D., 1,000,000 bus.; Minot, N. D.; Superior, Wis., 2,000,000 bus.; and Wolf Point, Mont., 250,000 bus.

"These items aggregate a large amount of storage and a large amount of money. So far this Board has not been advised regarding them. In this connection, we recall that last year Farmers' Union Terminal Ass'n built storage without first advising this Board and subsequently used money from the revolving fund, at least in part, to pay therefor. I wrote Mr. Thatcher at the time advising him that this Board should be advised in advance of the purchase or construction of facilities in which we were to participate as lenders. My request in that respect seems to have been disregarded.

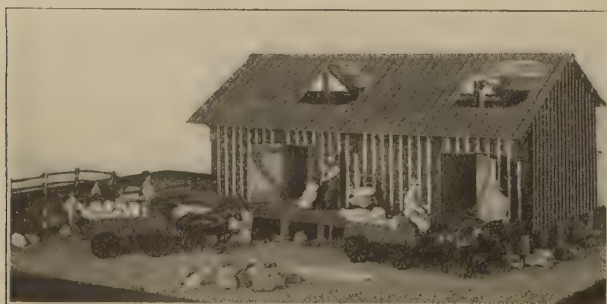
"I am now bringing this matter to your attention in order that you may be advised that this Board will not participate in financing projects regarding which it has not been advised in advance and to which it has not given its advance approval."

McKelvie was directed to send this letter and later the minutes record that "Mr. Reed discussed with the Board his conversations with George Milnor respecting the intention of Farmers Union Terminal Ass'n to erect additional storage facilities."

Milnor's telegram protested the erection of additional storage facilities by Thatcher's organization. It, then, shows that the assistant secretary was ordered to send the following telegram, speaking of "misuse of revolving fund" moneys, to Milnor:

"Board has considered Reed conversation of 19th with you and your wire that date to him re Twin Cities situation. Board desires to emphasize its determination not to make loans to Farmers National for reloan to co-operatives who have misused revolving fund loans. We understand Farmers Union has not settled its revolving fund loans and insist free money now on hand from wheat sales should not be utilized for further facilities but should be promptly remitted to Board via you."

Eugene, Ore.—The D. Crabtree Seed & Feed Store is building a 3-story warehouse and milling plant to cost \$8,000.



Handling Grain Through a Flat Warehouse Ninety Years Ago.



A Power Driven Grain Handling Plant 1876.

[See Outside Front Cover and Facing Page]



# 1833—Development of Grain Handling Facilities—1933

The world is surely curious to learn what it has accomplished during the last century. At least one hundred thousand are daily making a pleasing inspection of the evidence of accomplishments worth while in every field of human progress by studying the thousands of convincing exhibits displayed at Chicago's educational World's Fair, known as A Century of Progress.

The real advancement made in every branch of art, science and industry is most impressively portrayed in portraiture vivid with color, in models or exhibits dramatic with action or in true to life dramas that are most fascinating.

While this intensely interesting and instructive exposition on the lake front is daily attracting crowds greatly in excess of the thousands expected, an exhibit of even greater interest to the grain trade is daily shown free to other thousands on the first floor of the Chicago Board of Trade. This story of the improvement in the facilities for handling grain during the last hundred years is clearly portrayed by a series of moving models that will entrance every one engaged in handling grain thru an elevator or warehouse.

When the wheat growers of the prairie states started to produce more than was needed for family food and miller's toll, they looked about for a market which would absorb their annual surplus and the little flat warehouse at many of the small stations springing up along the new lines of railroad was the response. These castles of manual labor were just one step ahead of the scoop shovel and the loading apron, made of discarded bags, but they were recognized as a distinct advance because they actually furnished facilities for determining the weight of grain received or shipped.

The adaptation of Oliver Evans contraption for raising grain to the hopper of the mill, to the needs of the dealer handling a larger volume of grain soon inspired many operators of flat warehouses to cut their warehouse in two and move one end over to make room for a head house to protect the elevating leg and spouts to bins in each section of the divided warehouse.

By degrees the shovelmens were displaced by logs for dumping grain from farmers' wagons and power car loaders or high elevator heads for loading cars without shoveling.

Visitors to A Century of Progress will find this added attraction at the Board of Trade's fine new building on Jackson boulevard at La Salle street, also an exhibit of grain weighing and grain sampling offered by the Board of Trade.

The visitor can trace the progress during the past century by comparing the exhibit of the crude handling methods of pioneer days with the more efficient facilities now in use.

**The Flat Warehouse**, so common at country stations in the early days of the railways, represents the earliest form of building designed especially for receiving grain for shipment via railroad. From the farmer's wagon the sacked grain is placed on trucks and wheeled into the house to be stacked up until ready to load a 20,000-capacity car, usually in bulk. In the central states these houses have long since been superseded by houses equipped with the labor-saving legs and dumps. A few flat warehouses are still to be found on the Pacific coast where sack handling of grain has persisted.

The buyers of 1850 always built their flat warehouses up on posts in hope of keeping out some of the rats and mice. Many fed a few pigs to provide meat for the family larder.

**The Power Elevator** was the next stage in development. This model includes a separate building for the elevator office with a wagon

scale. Thru the opening in the side of the house can be seen the wagon ahead raised in position for dumping. The horse power is the sweep type, giving a heavy horse an opportunity to earn his oats. The gasoline engine soon drove the horse or blind mule out of service. The model is equipped with interior bins, leg and spouting.

**The Concrete Country Elevator** is built on the same scale. The roofs over the dump and over the cupola are left uncovered to disclose the operation. In front of the attractive office is the large truck scale of heavy construction covered to protect it from the elements. The truck lift will dump trucks of various lengths and capacities. From the pit the grain is elevated by a leg driven by an electric motor in cupola and distributed to the various bins. On the track side is the bifurcated loading spout for loading both ends of the largest cars. This model is illustrated on outside front cover page.

**The Terminal Elevator** has proved the greatest attraction to the many visitors who have inspected the exhibit. Its functions in loading and unloading boats and cars are made obvious by including a model of a lake steamship afloat in a tank alongside its dock and on the opposite side railway tracks with cars and the last word in car dumping equipment. The wall covering is omitted to give a clear view of the interior construction, arrangement and equipment, which is operative and includes three elevator legs, a conveyor belt to the storage annex of 6 circular bins with a tripper, three scales and three garners, car loading spout and marine leg.

Altho the reduction in this model is as great as 2,000 to 1 each part functions correctly.

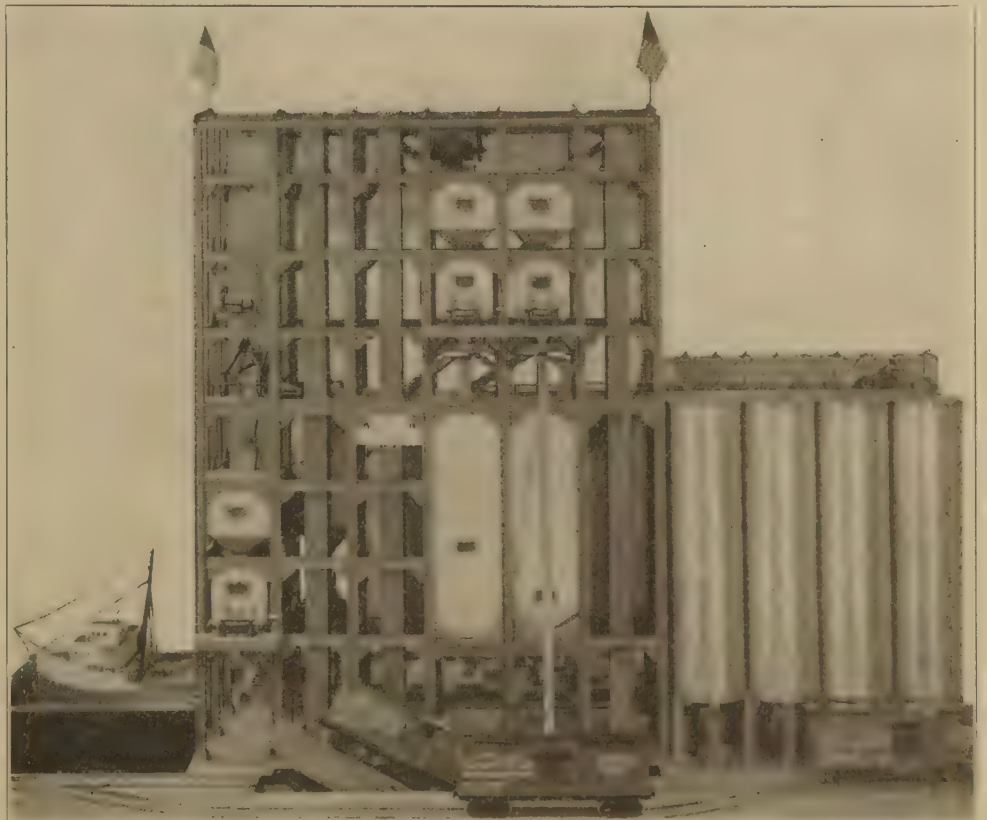
Steel, aluminum, brass, bronze and monel and allegheeny metal were used and thousands of holes were drilled for the rivets. It is the product of the Weighing Department in design and construction.

The exhibit is open week days 9:00 to 6:00 p. m. on the ground floor of the Board of Trade building, and the room contains an exhibit by the Board of Trade Seed Inspection and Grain Sampling Department. Other exhibits here include a glass enclosed model of the first elevator in Chicago, that of Newberry & Dole, the great master scale of the Board of Trade by which all weighing equipment is checked, and ancient and modern scale parts showing the progress made toward the great accuracy now attained in weighing grain.

The service of the Board of Trade Weighing Department extends to 68 elevators and industries in the Chicago switching district, one to six employees of the Department being on duty at each point, some points unloading two carloads a day and others 300. In 1932 the Department weighed 75,186 inbound and 14,045 outbound cars of grain. The Department is under the efficient supervision of Jos. A. Schmitz, Chief Weighmaster, whose painstaking industry is directly responsible for this most interesting exhibit.

**The Farm Credit Administration** announced June 18 that it had made a loan of \$27,400,000 to the American Cotton Co-operative Pool with which to pay off loans releasing the cotton for sale to the Sec'y of Agriculture, who will give growers the option of buying the government stocks at 6 cents, tho the cost to the government is 9½ cents.

**Changes in the barley grades** were discussed with the Department of Agriculture at Washington by Warehouse Commissioner Knude Wefald and Otto Zimmerman of the Minnesota state board of grain appeals, who were accompanied by Senator Shipstead. As a result it is expected an order will be issued effective July 21 meeting the objections to the present grading rules.



A Modern Terminal Elevator Receiving Grain Dumped from 100,000 Lbs. Capacity Cars and Loaded into Steamships Carrying Over 500,000 Bus. of Wheat.  
[See Outside Front Cover and Facing Page]



## Grain Carriers

Stockholders of the Kansas City River Navigation Co. voted June 15 to dissolve the corporation and distribute its \$950,000 assets.

The wheat laden barge Geo. S. Cooke sank in the barge canal west of Albion, N. Y., recently. The grain was removed to repair the boat.

Jas. W. Carmalt and J. L. Rogers have been appointed assistant co-ordinators by Joseph B. Eastman, federal railroad co-ordinator.

The United States Shipping Board has been abolished by executive order and its functions have been transferred to the Department of Commerce.

Cars loaded with grain and grain products during the week ending June 3 showed an increase of 46.8% over the corresponding week of 1932 having been 34,204, against 23,305 cars.

Opening of the Lakes-to-the-Gulf Waterway was fittingly celebrated at Chicago June 22 with a naval parade, speeches by the mayors of Chicago and New Orleans, the governor of Illinois and other notables. The first tow of four barges from New Orleans had arrived the day before.

Washington, D. C.—In his first order as co-ordinator of transportation Jos. B. Eastman on June 22 divided the railroads into three groups, Western, Eastern and Southern. Roads west of Chicago are in the Western group, and those south and east of the Ohio and Mississippi rivers in the Southern group.

Washington, D. C.—Joseph B. Eastman, co-ordinator, on June 21 announced that rail managers and labor executives had reached a compromise agreement settling the wage dispute in the industry for another year. The terms of the agreement are: 1. The 10 per cent wage cut imposed on rail workers which was to have expired on October 31, 1933, will be extended to June 30, 1934. 2. During this period the carriers surrender their right to seek a further reduction in employee's compensation. Likewise the workers surrender their opportunity to obtain an elimination of the present reduction. 3. The notice given by the railroads on June 15, of an intention to seek a 22½ per cent reduction in the basic rates of pay will be cancelled.

## Decisions and New Complaints

Before the Interstate Commerce Commission:

No. 25286, Mid-West Steel Products Co. v. A. T. & S. F. By Examiner J. P. McGrath. Dismissal proposed. Rates, sheet-steel grain bins, k. d., carloads, Mansfield, O., to Scott City and Garden City, Kan., Bridgeport, Neb., and Enid, Okla., not unreasonable.

No. 23813, Arizona Seed & Floral Co. v. A. T. & S. F. By Examiner F. A. Clifford. Upon further hearing, rates, ryegrass seed, carloads, points in Oregon and San Francisco, Calif., to Phoenix, Ariz., proposed to be found unreasonable to the extent they exceeded the contemporaneous class D rate from Oregon, and from San Francisco to the extent they exceeded or may exceed rates constructed on that basis. New rates and reparation proposed. Finding in original report, 178 I. C. C. 414, prescribing rates equivalent to 112 per cent of the contemporaneous rates on wheat proposed to be modified accordingly.

Birmingham, Ala.—The petition of the Birmingham Traffic Ass'n for reduced rates on grain and grain products from St. Louis and Cairo by way of Birmingham to Tampa, Miami and Jacksonville, Fla., has been set for a hearing in Washington, June 30. The lower rates are sought for bringing the rail charges in line with the Mississippi barge service tariffs. Manager Jones of the traffic ass'n states: Traffic ass'ns of Atlanta, Chattanooga, Nashville, and Louisville have joined the Birmingham ass'n in the petition for lower rates. Mr. Jones says, and the railroads also are joining in the movement on condition that they secure relief from the fourth section of the Interstate Commerce Act which prohibits them charging higher rates to intermediate points than to the termini.—G. H. W.

## High Freight Rates

By HAROLD L. GRAY, Chairman, Transportation Com'te, Grain & Feed Dealers Nat'l Ass'n.

The complexity of the transportation system is evident, but one phase that interests most of us is rates. High freight rates have done more to hold up the movement of farm products through the elevator and over the rails to market than all other evils of the depression.

Farmers have been compelled to seek a cheaper means to move their grain as well as a less costly way of getting merchandise back to the farm. Horses are slow and unpopular. It is becoming the style for farmers to order their produce hauled direct to market and have brought back to them the things they need, although the cost could have been reduced and the profit increased by using the slower methods.

The farmer of today is up-to-date. He gets the market by radio, covers miles of territory by auto, and has practically every convenience on the farm he desires. He demands service and the hauling of his goods to market at a moment's notice. The cheaper and quicker way is naturally most acceptable.

The crib to terminal by truck is fast taking the place of the elevator-railroad route and millions of tons of produce have already been lost to the railroads that may never come back. The railroad officials from bottom to top have been systematically and repeatedly warned by the representatives of many national and local ass'ns, but nothing but promises and more promises were obtained. We are still getting promises and still shipping what little is left for us at staggering freight rates based on wartime values.

Because of unprecedented delays thousands of trucks are hauling products in every direction from the extreme north to the extreme south and coast to coast at 20% to 50% of the rail rate. Lumber and other products are coming from the west coast by water to Albany, N. Y., then by barge thru the Great Lakes to Detroit. Thousands of miles of pipe lines are carrying oil from the fields to the place of consumption. Electricity, gas and oil are taking the place of coal and hundreds of other products, raw and manufactured, that were a source of revenue to the railroads, are finding cheaper transportation.

California oranges and citrus fruits are being trucked into Nebraska and corn hauled back to the coast. Michigan products are hauled into the southern states and new vegetables taken back. Two drivers keep the trucks going and some do not have their clothes off for a week as they are constantly on the go.

None of us wish to see the railroads torn up. We know they have a useful place in our transportation structure, and yet, they must shoulder the responsibility for their negligence to heed warnings.

Producers, shippers, receivers, manufacturers and dealers of all commodities, seeing the handwriting on the wall, and watching their business slip away from them, joined together the first of this year and petitioned the Interstate Commerce Commission for a hearing for a general horizontal reduction of all rates over all territories.

This hearing was granted and on March 24th about twenty-five national and local ass'ns, along with your Grain & Feed Dealers National Ass'n, presented convincing evidence that the high and unreasonable freight rates were stifling business.

At the conclusion of our argument counsel for the railroads talked for about two hours, ignoring our evidence. He stated that there was little business being done on account of the depression, that the Government had guaranteed an income on the railroad property valuation, and flatly stated that rates should not come down. He felt sure that with business resuming normal, the rate structure was very reasonable. A strong rebuttal by J. V. Norman, representing a coal ass'n at Louisville, refuted a large part of his contentions and the Commission took the matter under advisement.

A multitude of convincing evidence has been placed before the Commission, which should show conclusively that immediate action is necessary. The railroads still contend that reductions in the past have not overcome the loss in revenue, little realizing that there are so many other modes of cheaper transportation, giving equal or better service.

We have asked for a horizontal reduction of rates of 20% to 50% on all commodities. We have recommended a break of not over one cent at the zone boundaries and a half cent around terminals. Equal regulation for all modes of transportation is being urgently requested.

Our business and that of the railroads is mutual. I am glad to report that they are giving relief at local points and are showing an inclination to listen to what we have to say. We feel gratified at the progress made since the first of the year and as we are going thru a period of adjustment in Government and in business, we will no doubt soon witness a complete change in the whole make-up of transportation.

## From Abroad

Chile will have to import more than 1,000,000 bus. of wheat, according to Pres. Alessandri.

Italy has become an exporter of corn, having recently shipped 747,000 bus. to the United Kingdom and Continent.

Germany's corn control organization, the Reichsmaissstelle G. m. b. H., earned a profit of 18,800,000 marks for the government in the fiscal year 1931-32.

Argentina's Ministry of Public Works has recently authorized the beginning of work on a grain elevator at the Port of Quequen, for which \$200,000 has been appropriated.

The wheat area sown in U. S. S. R. by June 1 is estimated at 195,000,000 acres or 83 per cent of the plan, and exceeds the area sown on the same date in any of the three preceding years.

New Zealand has inaugurated a plan to place 10,000 idle heads of families on farms of their own, using part of the unemployment relief fund of \$20,000,000 to rent the land from the present owners.

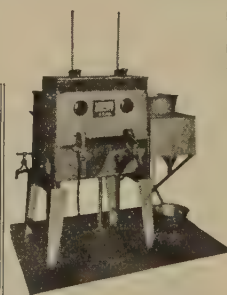
The London Corn Trade Ass'n has offered uncompromising opposition to the proposal of the Argentine government mission to Great Britain to establish a certificate system for Argentine grain.

Argentine flaxseed amounting to 5 cargoes is said to have been purchased recently by the Archer-Daniels-Midland Co., of Minneapolis, the advance in the domestic price enabling the crushers to pay the duty of 65c per bushel.

The Chamber of the Argentine Congress on June 9 approved a bill appropriating \$76,000,000 for the construction of a line of country elevators and \$33,000,000 for terminal elevators, the proceeds of a bond issue of \$150,000,000.

The new Chinese winter wheat crop is now starting to move to market and appears significantly larger than last year's crop which was estimated below average, according to cabled information from Agricultural Commissioner Dawson at Shanghai. The increase is due both to larger acreage and somewhat better yields.

The Argentine State Railway has traded 45,000 tons of corn to Spain for rails. The government obtained the corn by competitive offerings by the five leading firms, including Bunge and Born, Dreyfus and the Continental, and all bids were accepted except that of Genaro Garcia, who demanded the privilege of setting the date of shipment. The prices ranged from \$4.35 to \$4.60 per 100 kilos f.o.b. Argentine ports.



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# Grain and Feed Trade News

Reports of new firms, changes, deaths and failures; new elevators, feed mills, improvements, fires, casualties and accidents are solicited.

## ARKANSAS

Paragould, Ark.—The Taylor Milling Co. has installed an oil-burning engine to operate its mill, formerly operated by electricity.

Conway, Ark.—Thieves entered the Weinmann-Raleigh Feed Co.'s building during the night of May 25 and stole \$275 in cash from the safe.

## CALIFORNIA

Modesto, Cal.—Headquarters of the California Hay, Grain & Feed Dealers Ass'n have been moved to this point, 912 Ninth St., from Sacramento.

San Francisco, Cal.—Tom Stephenson, manager of the Farmers National Grain Corp.'s office here, is reported as having resigned his position to enter the barley business.

Corcoran, Cal.—An application has been filed with the California State Railroad Commission by the Farmers National Warehouse Corp. of California, seeking authority to sell a warehouse at this point to the Stevenson Warehouse Co.

LeGrand, Cal.—The Farmers National Warehouse Corp. of California (subsidiary of the Farmers National Warehouse Corp.) is reported as having recently filed application with the California State Railroad Commission, asking that it be authorized to sell certain warehouses in Merced County, located at this point, at Merced, Planada, Dickinson (LeGrand p.o.) and Marguerite (Sharon p.o.), to J. W. Caldwell and M. J. Wyndelts, operating as Farmers Warehouse & Feed Co.

## CANADA

Churchill, Man.—The grain commissioners held a meeting in Winnipeg late in May, to consider a tariff schedule submitted by the department of railways and canals, which proposed to allow free storage of grain at this port for five days; to charge a storage rate thereafter of 1/25th of 1c per bu. per day, during the shipping season, and a rate of 1/90th of 1c per day during the time that grain would be unable to move out of here. W. D. McLachlan, who spoke for the department of railways and canals, on being asked what volume of trade Churchill would require to pay its way, said that a 6,000,000-bu. turnover would meet the salaries and fuel bill, but it would require about 40,000,000 bus. to meet interest and other charges on the investment of the elevator at this port.

## COLORADO

Fort Lupton, Colo.—Lightning protection was installed at Frank Ottesen's elevator during May.

Julesburg, Colo. — The Wilson-Achenbach Grain Co. recently equipped its elevator with lightning protection.

Towner, Colo.—Windstorm slightly damaged the elevator of the Hart-Bartlett-Sturtevant Grain Co. on May 22.

Vilas, Colo.—We have just completed a new iron-clad elevator at this point [replacing the house burned last fall].—Collingwood Grain Co.

## ILLINOIS

Waverly, Ill.—W. C. Calhoun has disposed of his interest in the Whalen Grain Co. to his son, Boulware, who will be associated with Richard Whalen in the business.

Ohlman, Ill.—The stockholders of the Ohlman Grain Co. have decided to rebuild the elevator that burned late in April, as reported in the May 10 Journals. The Shellabarger Grain Products Co., of Decatur, had been operating the elevator.

Gridley, Ill.—The Boies & Blessman Elvtr. has been recently painted with aluminum paint.

Rochelle, Ill.—The Rosenbaum Grain Co. discontinued its local office in the Bain Bldg. June 1, and J. Guy Park, manager, has opened an office at the same location for Beach, Wickham & Co.

Caton Farm (Plainfield p. o.), Ill.—John Powers, employed for many years at the Plainfield Grain Co.'s elevator here, died June 3, following a short illness, at the age of 70 years. His widow and three sons survive him.

Astoria, Ill.—Roy Danner, new owner of the former Farmers Elvtr. Co.'s elevator, is doing some extensive remodeling of the house, including raising the elevator proper, thus providing more storage space, widening the driveway and installing a new and larger scale and making other improvements.

Morris, Ill.—Twenty-four grain dealers and elevator managers of this district met at the Spanish Gardens on the evening of June 13, and after dinner, which was served at 6:30, spent an hour or two in round table discussion of the recent reduction in railroad freight rates and its effect upon their business.

Leland, Ill.—The two elevators at this point, the Farley Grain Co. and the Leland Farmers Co., have consolidated and will be operated as the Leland Farmers Co., with F. W. Hill as manager. Edward H. Farley, who started the Farley Grain Co. five years ago, will devote his entire time to the grain commission business, being associated with the Norris Grain Co., of Chicago.

C. H. Conoway, of Starkweather, N. D., pres. of the Farmers Grain Dealers Ass'n of North Dakota, and Hon. Chas. Adkins, of Illinois, have been delivering addresses during June at Mendota, Watseka, Bushnell, Tuscola and Springfield on the "New Deal for Agriculture" and "A Farmer's Experience in Washington," under the auspices of the Farmers Grain Dealers Ass'n of Illinois.

Hudson, Ill.—Roy E. Taylor, whose elevator burned in April, as reported at the time, has installed two cup dump elevators, operated with electric motor, and is loading grain in this manner for the present. The other elevator at this point is reported to have been leased by a farmers' organization from the Hudson State Bank and will handle the new crop. S. H. Plumb is pres. of the organization.

Sciota, Ill.—The middle elevator owned by the Farmers Elvtr. Co. burned Thursday morning, June 22; loss, about \$8,000; fully covered by insurance; the elevator contained 2,000 bus. of corn, 2,000 bus. of oats and some feed and salt. Sparks from a passing locomotive are said to have caused the fire. As the company has two other elevators at this point, it is not likely that it will be rebuilt.—W. G. Nelson.

Lipsev Switch (Mattoon p. o.), Ill.—James W. Adrian, who at one time owned and operated an elevator here for about 16 years, died at his home in Mattoon, on June 9, at the age of 75 years, death being due to dropsy. After selling his elevator to the Big 4 Elvtr. Co., he managed an elevator for that company at Mattoon known as the Ashbrook Elvtr., until that house was destroyed by fire, after which he served as a justice of the peace, which position he held at the time of his death.

Minier, Ill.—Burford T. Quigg, manager of the Little Mackinaw Grain Co., president of the Farmers State Bank and a prominent citizen of this town, died at his home here, June 6, after a severe illness of several months. He was 59 years of age. He became associated with his father in the grain business, being associate manager of the Little Mackinaw Grain Corp., which was a consolidation of the Railsback, Mitchell and the Quigg and Tanner firms, from 1906 until 1914, when he succeeded his father as general manager. Surviving are his widow, one son and a grandson.

Griswold (Cullom p. o.), Ill.—Hugh Hamilton, formerly manager of the Griswold Farmers Elvtr. Co.'s elevator, is reported to have been arrested at his farm home near Chatsworth, on June 10, charged with embezzlement from the grain company, whose manager he was for a number of years. It is claimed that Hamilton is short in his accounts. He gave up his position as manager recently to take over the management of a farm.

Elliott, Ill.—A recently published article saying that the Farmers Elvtr. Co. here had bot the elevator from H. H. Lane, receiver for the J. S. Cameron elevator, is incorrect; the elevator was owned by H. J. Glabe, and sold by the receiver of the bank here under a trust deed held by the bank. In July, 1930, I sold the elevator to H. J. Glabe, took trust deed for balance due me of \$13,000 and sold it to the Elliott State Bank. The bank went into the receiver's hands and Mr. Lane sold the Glabe elevator for the bank's account to recover on the mortgage.—J. S. Cameron.

Pekin, Ill.—Vincent P. Turner, veteran grain dealer and banker and head of the Turner-Hudnut Co., operating a line of elevators, died at his home in this city, from paralysis, on June 10, at the age of 80 years. In spite of his advanced age, he was found daily at his desk in his grain office in this city and made frequent trips to his elevators in a number of towns. His health had been failing for several months, but only during the last two or three weeks was he confined at home. He was also a director in several banks in central Illinois towns. He was one of the founders of the Union Mission, of this city, and a member of its board of directors. His second wife, two sons and two daughters survive him. His first wife died in 1896.

## CHICAGO NOTES

Members of the Board of Trade are to vote June 29 on a proposition to eliminate trading on split quotations.

Ettinger & Brand, members of the Board of Trade, opened a branch office on Washington St., June 15, with Henry S. White as manager. The main office is on Adams St.

Fenner, Beane & Ungerleider, brokers, have removed their offices to larger quarters in the Board of Trade Bldg. and are now equipped to handle brokerage business on all leading exchanges. William L. Ross is manager, with John McLean in charge of the brokerage department.

Recent new members of the Board of Trade include Emil A. Lucke, of the Lucke, Gibbs Grain Co., Omaha, Neb.; Arnold H. Godsol, of Ettinger & Brand, Chicago; William Rahr, of Manitowoc, Wis.; Melville D. Weingarten, Gilbert U. Burdett and George E. Barnes. Memberships transferred were as follows: Reginald C. Jenkins, John H. C. Albrecht, Estate of Frank J. Saibert, John H. May, Estate of Eliot W. Mitchell, Estate of Harry A. Badger, Samuel Cummins, Maurice H. Bent, Estate of Okley H. Gibbs, Joseph E. Londoner.

## INDIANA

Fort Wayne, Ind.—A local meeting of grain dealers will be held here the evening of July 10.

Stockwell, Ind.—Lauramie Grain Co. has installed a McMillen Traveling Truck Lift with an electric motor.

Jonesboro, Ind.—A 20x60-foot, one-story feed, hay and straw warehouse is being built by Rees J. Morgan, adjacent to his elevator.

Alexandria, Ind.—We installed a small feed mixer several weeks ago and have found a good demand for its service.—Charles F. Naber.

Kitchel, Ind.—We are installing a ½-ton mixer, also doing some general repair work getting our machinery in readiness for the coming crop.—Kitchel Grain Co.



Sheridan, Ind.—We have installed a Western Corn Sheller with capacity for 600 bus. per hour.—Clifford G. Hiatt, Farmers Co-op. Co.

New Augusta, Ind.—We are painting our elevator properties with aluminum paint and surrounding them with a non-climbable fence.—New Augusta Grain & Supply Co.

Hoover, Ind.—John C. Crumpacker, operator of the grain elevator here, died at his home on June 5, after an illness of several weeks. He is survived by his wife, two sons and two daughters.

Westphalia, Ind.—Fire, discovered at 12:30 a. m., June 14, completely destroyed the interior of the Westphalia Elvtr. Co.'s elevator. About 450 bus. of corn burned also. Indications point to incendiarism.

Foresman Switch (Otterbein p. o.), Ind.—Earl Vannatta, receiver for the Otterbein State Bank (which held the mortgage on the elevator and took it over about two years ago) has leased to Robert Alexander, of Lafayette, the elevator formerly owned and operated by John T. Higgins. Charles C. Inglis is managing the elevator for Mr. Alexander.

Kirklin, Ind.—Our 60,000-bu. cribbed and iron-clad elevator burned June 22. The fire also consumed a 24x30-foot warehouse with a stock of feeds and seeds, and two box cars on the elevator siding of the Monon Railroad. The coal sheds and the office were saved. Little grain was in the house at the time, so the grain loss was small. The plant will be rebuilt, but plans for this have not been completed.—V. W. Moore, Moore Bros.

Knox, Ind.—William H. Fisher, former well known elevator owner and operator here, died at the Wesleyan Hospital, Oak Park, Ill., June 5. For a number of years Mr. Fisher operated the elevator near the New York Central depot, now owned by Guy M. Wells. From here he went to Hammond. Funeral services were held at Atwood, Ont., his old home, and were in charge of the Masonic Lodge of that place.

Indianapolis, Ind.—The results of the annual election of the Board of Trade, held June 5, were as follows: Pres., I. E. Woodard; vice-pres., O. J. Smith; treas., Tom Oddy, re-elected to his 29th term. Members of the governing com'ltee elected for four years: J. Martin Antrim, Edward D. Evans, Fred G. Appel, E. H. Darrach, Horace E. Kinney, John P. Frenzel, Jr., Edgar H. Evans, Irving W. Lemaux, M. H. Miller and James H. Taylor; to serve two years: John A. Reis.

Spencer, Ind.—The mill known locally as the Stone Flour Mill, which, until two years ago, had made feed and flour for this vicinity for 50 years, is to be re-opened after a thorough overhauling and the installation of some new equipment, including up-to-date corn machinery for making poultry mashes and scratches. A diesel engine will also be installed. The manager of the plant will be Robert E. Brewer, of Tipton, Ind., whose father is the owner of a feed and flour plant there, and Robert has worked in all departments of the plant.

## IOWA

Paullina, Ia.—A midget flour mill has recently been installed at Long Bros.' elevator.

Whitemore, Ia.—The Whitemore Farmers' Elvtr. Co. is building a new flour warehouse on the site of the old one. It will be iron clad on the sides and top.

Shenandoah, Ia.—M. H. Driftmier has bot the White Dove Flour Mill, which has been closed for about two months, made a number of improvements and re-opened the mill.

Watkins, Ia.—The Farmers Elvtr. has a new boot and tank put in by C. E. Newell. The breakdown occurred at one of its elvtrs. here when its time for filling a contract had about expired.

Parnell, Ia.—The elevator here owned by the Wilder Grain Co., of Cedar Rapids, has been re-opened after being closed four months. Elmer Dunn is the new manager, succeeding his father, the late W. E. Dunn.

Williamsburg, Ia.—Harris & Son have spread two cars of crushed stone around their elevator and greatly improved its appearance. They will install a new boot tank and receiving sink and add a 10,000-bu. annex for oats soon.

Fernald, Ia.—The new elevator here is nearing completion for the North Iowa Grain Co. It is a 30,000-bu. iron clad building. A 15-ton scale will be installed and motors will be used thru-out. The T. E. Ibberson Co. has the contract.

Alburnett, Ia.—The Farmers Elvtr. Co. will rebuild its burned elevator soon.

Burlington, Ia.—Ray Baxter, manager of the Baxter Schoff Grain Co., of this city, was approved as administrator of the Federal Farm Act in Iowa by the recent convention, held in Cedar Rapids, of the Western Grain & Feed Dealers Ass'n, which approved a motion urging Sec'y Wallace to so appoint him.

Logan, Ia.—W. L. Latta's feed mill was badly damaged by fire June 6, at about 7:30 p. m. The cause was believed to have been sparks from a passing locomotive. The wiring and all of the belting in the mill was destroyed, and most of the woodwork of the several machines was burned to cinders, the corn sheller and cleaner being the most seriously damaged.

Roland, Ia.—C. B. Johnson, for the past 10 years manager of an elevator and grain business here, died on June 14, at a hospital in Rochester, Minn., where he had gone some time previous for treatment. He had been suffering from heart trouble and other complications for several months. Mr. Johnson, who was 69 years of age, is survived by his widow, three sons and a daughter.

Lake Park, Ia.—The Farmers Exchange has awarded contract to the T. E. Ibberson Co. for extensive repairs and alterations in its buildings here. A complete new driveway fitted with a dump will be built adjacent to the elevator. Complete new leg equipment will be installed with motors and head drives. All new spouting and a Tri-motor cleaner will be installed in the workfloor. New iron roofs will be put on all the buildings. Work will start at once.

West Liberty, Ia.—Floyd Pierce, employed at the West Liberty Elvtr., was painfully, tho fortunately not fatally injured, on June 13, when the manlift on which he was riding fell, when the weight controlling it loosened from its cable, dropping 40 feet. He was badly bruised and his hands severely burned as he attempted to slacken his speed by grasping the elevator rope. The day before this accident, G. F. Schafer was painfully injured when a large cog-wheel, weighing about 60 pounds, slipped from its shaft as he was handling it and dropped on his right foot, breaking his great toe in two places.

## KANSAS

Larned, Kan.—Goffe & Carkener, Inc., of Kansas City, have opened a wire office here.

McCracken, Kan.—The elevator of the Ryan Grain Co. was damaged by windstorm on June 7.

Pawnee Rock, Kan.—Windstorm slightly damaged the elevator of D. A. Schwartzkoff on May 27.

Bird City, Kan.—The elevator of the Morrison-Gregg-Mitchell Grain Co. was damaged by windstorm on June 6.

Athol, Kan.—The Farmers Elvtr. Co.'s office building has been re-roofed with composition fireproof shingles.

Hays, Kan.—The Shellabarger Mill & Elvtr. Co. sustained slight windstorm damage to its elevator on May 22.

Black Wolf, Kan.—Hart-Bartlett-Sturtevant Grain Co., of Kansas City, has acquired the Lee Daniels elevator here.

Salina, Kan.—E. E. Porter has been admitted to membership in the Board of Trade on transfer from H. C. Vogtel.

Mitchell, Kan.—The new manager of the Burke Grain Co.'s elevator is W. E. Cassingham, formerly of Crawford, Kan.

Emporia, Kan.—C. J. McKinney is manager of the newly opened wire office for B. C. Christopher & Co., of Kansas City.

Ellsworth, Kan.—G. R. Baker is manager of our recently opened wire office here.—Goffe & Carkener, Inc. (Kansas City).

Manhattan, Kan.—We have just opened an office here with C. C. Mooney as manager.—B. C. Christopher & Co. (Kansas City, Mo.)

Cheney, Kan.—Arthur Kinder, manager of the Bowersock Mills & Power Co.'s elevator at this point for the past 12 years, has resigned.

Independence, Kan.—B. C. Christopher & Co., of Kansas City, recently opened a futures and cash grain office here with W. R. Hankey as manager.

Hope, Kan.—Clyde Easter has succeeded J. C. Reed, resigned, as manager of the Farmers Elvtr. Co.'s elevator here.—Ed Wood, of Goffe & Carkener.

Coffeyville, Kan.—Windstorm slightly damaged elevator "D" of Hazel W. Read and C. O. Ross, receivers for the Rea-Patterson Milling Co., on May 3.

Crawford, Kan.—W. E. Cassingham, manager of the Larabee Milling Co.'s elevator here for the past six years, has gone to Mitchell, where he will manage the elevator of the Burke Grain Co.

McPherson, Kan.—A futures and cash grain handling office, furnishing private wire quotations, has been opened here by B. C. Christopher & Co., of Kansas City. Bob Lanphier is in charge.

Wichita, Kan.—Among new members of the Board of Trade is W. A. Talbot, who succeeds W. A. Marshall as manager of the local office of the Hall-Baker Grain Co. (Farmers National subsidiary).

Hutchinson, Kan.—While W. R. Smith, local manager of the Davis-Noland-Merrill Grain Co., of Kansas City, is vacationing, F. J. Russell, former manager for the company here, is taking his place.

Abilene, Kan.—J. C. Reed, of Hope, has become the new manager of the Farmers Elvtr. Co.'s elevator here, succeeding H. T. Bevel. Mr. Bevel's future plans are undecided.—Ed Wood, of Goffe & Carkener.

McCracken, Kan.—F. H. Biesemeyer, manager of the Farmers Co-op. Union, died at Hays, Kan., following blood poisoning received from a splinter in his leg. He was buried at Higginsville, Mo., his old home.

Salina, Kan.—Roy Faith, of Faith Grain Co., is convalescing from his operation at Mayo's at Rochester, Minn. His progress is far better than expected since his operation late in May.—Robert Wallace, Wallace Grain Co.

Salina, Kan.—John Vanier was host to a "round-up" of the members of the Salina Board of Trade held at his ranch near Brookville, Tuesday evening, June 13, at 6 o'clock. Mr. Vanier was recently elected pres. of the board.

Partridge, Kan.—Harold B. Stucky, manager of the Partridge Mill & Elvtr., was married to Miss Elsie Reimer, of Newton, May 28. The young couple took in the Century of Progress Exposition as their wedding trip. Mr. Stucky is part owner of the plant here.

Kismet, Kan.—Our elevator here that burned May 17 [reported in the June 14 journals] was a complete loss. We will not rebuild until perhaps next year when crop prospects should be more encouraging than at present.—Lee P. Collingwood, Collingwood Grain Co. (Hutchinson, Kan.).

Norton, Kan.—Dave Brunner, for years a traveling representative for Hall-Baker Grain Co., and later for Goffe & Carkener, Inc., died in the sanitarium here that became his life's work when he left the grain business. He was buried here on June 16.—Ed Wood, of Goffe & Carkener, Inc.

Ellsworth, Kan.—The Vogtel Flour Mills Co. has been organized by Harold C. Vogtel, who has resigned as manager of the H. D. Lee Flour Mills Co., of Salina. The new company, which has filed application for a Kansas charter, will take over and operate the elevator and 650-barrel mill at this point formerly owned by the Lee Co. and operated by it part of the time.

Kansas elevators protected against lightning last month include the following: Light Grain & Milling Co., Bloom; Williams Bros. Grain Co., Elmo (two elevators); Stevens County Co-op. Exchange, Feterita; Star Elvtr. & Supply Co., Hazelton; Oberlin Equity Exchange, Oberlin; Light Grain & Milling Co., Ryus (Satanta p. o.); Farmers Union Co-op. Business Ass'n, Waldo.

Clay Center, Kan.—An electrical switch at the Shellabarger Mill & Elvtr. Co.'s plant was destroyed on May 25 after a short circuit had developed either in the wiring or in the safety bushing of the switch itself. Insulation was burned from electrical wires leading to the mill for several hundred feet. The short circuit was discovered after the power had gone off at the elevator.

**Stratton Grain Company**  
ST. JOSEPH, MO.  
**Southwestern Wheat and Corn**  
**Operating Stratton Elevator**  
**2,000,000 Bus. Capacity**



Blue Rapids, Kan.—The Blue Rapids Milling & Elevtr. Co.'s office has been remodeled.

Delphos, Kan.—On June 1 Clarence Cain, who has been with the Farmers Elevtr. Co.'s elevator for five or six years, took over the management of the Robinson Elevtr. Co.'s elevator, succeeding M. E. Fairfield, who has been in this location for 15 years, during the latter part of this period managing the house for the Lord Grain Co. Following the death of Ted Lord, the Robinson Elevtr. Co. leased the elevator, retaining Mr. Fairfield as manager.

Hutchinson, Kan.—A petition has been sent to the city commission by 33 residents in the vicinity of the C. D. Jennings grain elevator, charging the elevator with being a common nuisance and asking the city to enjoin its operation, or set a date for a public hearing. The petition was referred to the city attorney. It is claimed that dust and chaff blows into houses from the elevator. Pearl Williams has filed suit against Mr. Jennings for \$2,500 damages, claiming that dust and odors from the elevator have damaged her home and living that much. This is one of several similar suits.

Berryton, Kan.—F. A. McMahan's 10,000-bu. elevator burned at 10:30 a. m., June 9; loss, \$3,000; partly insured; the fire started in the engine room. Only a small amount of grain was in the elevator at the time of the fire. The office building near the elevator was saved by the quick work of the volunteer firemen, and all valuable papers and the safe were removed to safety. Scales, scale room and coal bin were also reported saved. Mr. McMahan had bot the elevator only recently from the former owner, F. L. Moss. It is reported that the elevator will probably not be rebuilt but that Mr. McMahan will continue to operate a feed business. —W. D. Allen, mgr. Richland Elevtr. Co. (Richland, Kan.).

#### TOPEKA LETTER

Topeka, Kan.—The Kansas Grain Dealers Ass'n will hold its annual meeting in October. The cost of inspection and weighing of grain will be reduced from \$1 to 75c per car after July 1, in accordance with the new inspection law passed by the state legislature, as reported in the Apr. 12 Journals.

The Topeka Grain Exchange tendered E. B. Sewell a farewell party on the night of June 13. Mr. Sewell is being transferred from the managership of the Willis Norton Flour Mill, a branch of Moore-Lowry, to the Wichita (Kan.) Flour Mills, another subsidiary of the same parent company.

M. W. Watson, formerly road commissioner of the state, has engaged in the grain business as of May 1, with offices in the National Bank of Topeka, along with the other grainmen of this city. Mr. Watson will give his personal attention to the handling of shipments. Mr. Schneider travels for the new firm. Mr. Watson occupies office with Forest W. ("Davy") Davidson.

The milling operations of the Moore-Lowry Flour Mills Co. have been moved to this city from Kansas City, the company's unit, consisting of mill and elevator, at the latter city having been sold to the United Mills Co. The capacity of the local unit has been increased to about 1,800 barrels per day. Its storage capacity here is 800,000 bus. The company operates plants also at Salina, Wichita and Oklahoma City. Offices will still be maintained at Kansas City.

#### MARYLAND BALTIMORE LETTER

T. Murray Maynadier, of Maynadier & Johnston, Inc., has been re-elected chairman of the grain com'te of the Chamber of Commerce.—R. C. N.

C. J. Landers & Co., grain and feed jobbing, are celebrating the 31st year of continuous occupancy of the warehouse at Guilford Ave. and Eager St.—R. C. N.

Charles Minnigerode, head of Minnigerode & Co., feed brokers, left on June 19 with Mrs. Minnigerode to spend the remainder of the summer at their cottage in Surry.—R. C. N.

Charles P. Blackburn, head of the former firm of C. P. Blackburn & Co., that retired from the grain business last November, is reported to be considering re-entering the business.

J. Murdoch Dennis, pres. of Dennis & Co., Inc., grain commission merchants and forwarders of this market, left with his family for a visit to the Chicago Century of Progress.—R. C. N.

The Associated Traffic Clubs of America will hold their annual meeting in Baltimore during the first week of October.—R. C. N.

The concentration of the movement of all grain coming to Baltimore thru one elevator is being held in abeyance pending more definite advice from the Federal Co-ordinator of Transportation.—R. C. N.

State Senator Dudley G. Roe, who has served in the Maryland Legislature for many years, and who is one of the largest grain handlers in this state, is mentioned in connection with the nomination for United States Senator on the Democratic ticket.—R. C. N.

Pres. E. H. Beer, of the Chamber of Commerce, has been named by Governor Ritchie as a member of the State's conference com'te to co-operate in the co-ordination of plans for securing Maryland's share of the Federal Public Works appropriation.—R. C. N.

Traffic Manager G. Stewart Henderson, of the Chamber of Commerce, attended a meeting in New York, June 26, of representatives of eastern interior mills to plan steps in opposition to the proposed reduction in freight rates on grain products from Buffalo.—R. C. N.

#### MICHIGAN

Whittemore, Mich.—Windstorm slightly damaged the property of the Whittemore Elevtr. Co. recently.

Snover, Mich.—The Snover Co-op. Elevtr. Co. sustained slight windstorm damage several weeks ago.

Lansing, Mich.—The National Hay Ass'n will hold its annual convention at the Olds Hotel here July 24-25.

Gaylord, Mich.—The Hankey Milling Co.'s plant was destroyed by fire of undetermined origin on June 6.

Leslie, Mich.—During a severe electric storm that visited this section early in the morning of June 6, fire broke out at the Leslie Elevtr. Co.'s elevator, managed by A. K. Tucker, as the result of a bolt of lightning. Due to the timely vigilance of the night watchman, Barney Blank, a bad fire was averted. Fifty dollars will cover the loss.

North Branch, Mich.—The North Branch Elevtr. [burned early in May, as previously reported] was owned by the Wallace & Morley Co., of Bay Port, Mich. We do not know the cause of the fire. We are now building a new plant, consisting of the main elevator, 28x60 feet, of 22,000 bus. capacity, and a warehouse, 28x55 feet, with office in the end next to the street, all steel sides and steel roof. Expect to have it ready for the new grain.—North Branch Elevtr. Co., M. S. Butterfield, Mgr.

#### MINNESOTA

Glenwood, Minn.—The Farmers Elevtr. Co. is having the T. E. Ibberson Co. install a scale in its elevator.

Duluth, Minn.—Barnum Grain Co., incorporated; capital stock, 1,500 shares; incorporators: Kenneth Taylor, H. W. Haverstock and John H. Farley.

Clinton, Minn.—The out house, being part of the property of the Farmers National Warehouse Corp., was blown over and badly damaged on June 7.

Wheaton, Minn.—The old elevator of the National Elevtr. Co., which has been leased during the past season by the Monarch Elevtr. Co. for storing coarse grains, is being taken down.

Fulda, Minn.—Michael Cullen, who was formerly in the grain elevator business here for many years, died at the St. James Home & Hospital, St. James, Minn., June 1, at the age of 80 years.

Winthrop, Minn.—Walter Lucas is the new manager of the Pacific Grain Co.'s elevator at this point.

Walnut Grove, Minn.—A 10-ton scale and a dump are being installed in the Swoffer & Swoffer elevator, also complete new leg equipment, and the elevator being painted. The T. E. Ibberson Co. is doing the work.

Truman, Minn.—The Truman Farmers Elevtr. Co. recently voted to wreck its Elevtr. No. 1 and to put Elevtr. No. 2 in shape for handling the new crop. The company also voted to renew its charter for another 30-year period.

North Redwood, Minn.—The Farmers Elevtr. Co., whose elevator burned recently, as reported in the Journal's last number, has bot the local plant of the Pacific Grain Co. and is now doing business. W. M. Sommers is the manager.

Mankato, Minn.—A new, large unit was installed last month at the plant known locally as the Sunshine plant, due to increased demand for Hubbard's Sunshine Feeds. The mill has been running 24 hours a day for a number of weeks.

Elysian, Minn.—The unused elevator at Greenland (Elysian p. o.) will be moved to this point and new equipment will be installed. This will replace the house that burned last winter, known locally as the Commander Elevtr., and operated by Russell Markham for the Farmers Wholesale Co., of Minneapolis.

Cologne, Minn.—The Cologne Mill Co. has given a contract to the T. E. Ibberson Co. for a large feed mill building, warehouses and a store building. The mill building will have 13 bins, also several legs which will serve an oat huller, a cob crusher, a two-pair-high roll mill, a feed mixer and a new type attrition mill. There will be a full basement under the plant. The warehouses and mill building will be fitted with steam heat. A special driveway will be arranged for the feed mill and special storage for cobs and oat hulls provided. The buildings will be iron clad. A large store and office building will be provided for retailing products. Cologne is located on the Milwaukee Road west of Minneapolis 30 miles. This company has operated a flour mill here for many years. The Ibberson Co. has a crew of men at work.

#### MINNEAPOLIS LETTER

P. F. Scheunemann has been made manager of the merchandising department of the Monarch Elevtr. Co., succeeding the late J. S. Gilbert.

The Minneapolis Milling Co., a unit of the Commander-Larabee Corp., was damaged to the extent of \$10,000 by exposure to the fire that destroyed the Cargill Commission Co.'s Elevtr. "T," on June 8, reported in the last number of the Journals.

L. B. Sanford, well known as a grain man of this market for many years and formerly connected with E. S. Woodworth & Co., died from a heart attack, on June 19, at the age of 87 years. He only retired two years ago. His wife and one son survive him.

Theodore A. Sammis, formerly engaged in the grain business in this city as Carter, Sammis & Co. and the State Elevtr. Co., previous to which he was in the milling business here, died at Abbott Hospital June 9, at the age of 87 years. He had been a resident of this city since 1881, and was a charter member of the Chamber of Commerce. Two sons and a daughter survive him, Mrs. Sammis having died a number of years ago.

#### MISSOURI

St. Joseph, Mo.—Mr. Dannen, of Dannen Hay & Grain Co., is convalescing from a major operation.

Carrollton, Mo.—B. C. Christopher & Co., of Kansas City, have opened a wire office here and appointed C. M. Clarke, formerly of Omaha, Neb., as manager.

**Specialists in Ventilating Grain Elevator  
Legs and Grain Storage Bins**

**HH ROBERTSON CO**  
BUILDING PRODUCTS BUILDING PRODUCTS  
**PITTSBURGH, PA.**

District offices in Chicago, St. Louis, Minneapolis and other large Cities  
ROBERTSON PROTECTED METAL ROOFING AND SIDING IS STRONG AND CORROSION-PROOF



Chillicothe, Mo.—The mill plant of John T. Milbank was slightly damaged by windstorm on May 20.

Rushville, Mo.—James Pepper has succeeded G. C. McLain as manager of the Rushville Elvtr. Co.'s elevator.

Kearney, Mo.—The Kearney Grain & Supply Co. sustained damage to its electrical equipment caused by the burning out of a compensator recently.

St. Joseph, Mo.—The Heald Grain Co. retired from business June 1 and Mr. Heald has retired to his farm in Kansas. His health has been poor for some time.

Springfield, Mo.—A new brokerage firm, specializing in feeds and flour, has been formed by J. A. Arnold and J. E. Hindman, under the name of Arnold & Hindman. Both members of the new firm were formerly associated with the Meyer Milling Co., of this city.

Higginsville, Mo.—The Higginsville Milling & Elvtr. Co. recently installed a 1,000-watt light at the top of its concrete elevator, a height of nearly 130 feet, and on clear nights it is visible for miles in all directions. The company has also installed a new 15-ton truck scale.

St. Louis, Mo.—The death of Joseph F. Albrecht, who was associated with the grain and milling business of this city, and a member of the Merchants Exchange for 51 years, occurred on June 9, at his home in this city, from infirmities of age. Mr. Albrecht was 77 years of age. His widow, a son and four daughters survive him.

Brunswick, Mo.—The Farmers Co-op. Ass'n recently completed a cellar under the office, 14x33 feet, to be used for handling, grading and sorting eggs, which are gathered from the farm by truck, placed immediately in the cool cellar and sent daily to Shelbina to cold storage. They are separated into eight grades by an expert handler and are not regraded at Shelbina, but are inspected.

St. Louis, Mo.—John R. Quinlivan, retired grain dealer and member of the Merchants Exchange for 40 years, died at the Deaconess Hospital June 18, from injuries sustained a week previously when he fell down some steps at his home. Mr. Quinlivan went into the grain business with his father and was vice-pres. of the J. F. Quinlivan & Bros. Feed Co. when he retired 10 years ago. He was 77 years of age and is survived by four sons and four daughters.

Salisbury, Mo.—We have made some changes in our plant [consisting of a 50,000-bu. elevator and mill having a capacity of 150 barrels of flour and 100 barrels of meal] just recently. We have taken out our steam power and installed a 100-h.p. Weber diesel engine, which cuts our power costs 50%. We have expended about \$5,000 for repairs and new machinery, making our plant up to date to meet competition, both in cost of production and quality.—Model Mill Co., T. H. Edwards, pres.

Independence, Mo.—The differences between the heirs of the founders of the Waggoner-Gates Milling Co. have been settled and the corporate life of the company (which would have ended July 5) will be extended "in perpetuity," by the unanimous vote of the stockholders on June 12. This action was brot about by the purchase by the three Waggoner brothers, of 190 shares of stock owned by T. B. Wallace and his children, Mrs. Maud Gates Wells, and the children of the late Walter Gates. On July 1 W. C. Dunn, who has been superintendent of the elevator and mill for many years and connected with it 46 years, will retire and go to Florida to live.

#### KANSAS CITY LETTER

J. B. Hopper, druggist of Columbia, Mo., has been appointed grain and warehouse commissioner of Missouri, succeeding Ralph Brissenden.

The windows in the milling plant of the Commander-Larabee Corp. were damaged by exposure to the fire of the Staley Milling Co. on June 10.

The city council has passed the ordinance (reported in the Journals' last number) requiring itinerant wholesale grain and fish and oyster dealers to pay a \$100 license fee.

The Staley Milling Co.'s corn milling plant in the north section of this city was damaged by fire, reported as caused by electric wiring, at 8 p. m. Saturday, June 10, the fire being confined to the sheet iron warehouse and loading dock, the mill proper not being damaged; loss, \$8,000 to building and \$5,000 to feeds and other commodities, covered by insurance.

H. E. Irvin, in charge of the United Mills Co.'s recently purchased unit in this city, will represent that company on the Board of Trade, having purchased the membership of L. S. Mohr, deceased, the price being \$4,500.

The J. C. Brackett Grain Co., to do a general grain business, including wheat futures and cash grain merchandising, is a new company organized by John C. Brackett, who was for six years associated with the Great Western Elvtr. Co., of this city, and in the grain business here for many years before that connection. His father, W. O. Brackett, of Ft. Worth, Tex., is also engaged in the grain business.

The Moore-Lowry Flour Mills Co. has sold the physical property only of one of its smaller units, the 1,500-barrel mill and approximately 500,000-bu. grain storage located in the Rosedale section of this city, to the United Mills Co., Inc., of Grafton, O., a subsidiary of the Loose-Wiles Biscuit Co., which will operate the plant solely for its own use, selling only millfeed in the general market. The company is considering adding 500,000 bus. additional storage, and will install additional grain handling and milling machinery. The Moore-Lowry Co. is transferring its milling operations to its Topeka plant, and moving its local office to the Board of Trade Bldg., with Elmo F. Merrill in charge. No change has been made in the company's personnel.

## MONTANA

Helena, Mont.—Helena Farmers Exchange, incorporated; capital stock, \$50,000; incorporators: W. C. McHattie, Arthur E. Cramer and A. L. Bertoglio; to market grain, livestock and farm produce, at wholesale and retail.

Livingston, Mont.—Livingston Milling & Elvtr. Co., incorporated; capital stock, \$50,000; incorporators: Mark D. Keating, Esther J. Keating and A. J. Hetzel; to operate elevators and mills and deal generally in all kinds of grains.

Finch, Mont.—A new 30,000-bu. elevator will be erected for the International Elvtr. Co. at this place by the T. E. Ibberson Co. The elevator will be iron clad, having 11 bins, one leg, a 10-ton scale and a 15-h.p. engine. There will be a large office building. Work will be started at once.

Bainville, Mont.—A recent cyclone did considerable damage in this territory and the Winter-Truesdell-Diercks Co. here lost its driveway, cupola was blown off, the office was blown away and the elevator damaged in general. The T. E. Ibberson Co. has a crew of men rebuilding the plant.

Great Falls, Mont.—A new 2,500-bu. hopper scale has been bot by the Montana Flour Mills Co., which will install it in a 70-foot concrete and steel tower. A new super-synchronous motor of 500 h.p. will also be installed, replacing the present motor that was installed when the mill was erected.

Poplar, Mont.—At this station the railroad company raised its tracks and graded side tracks thru the town, so that it left the Occident elevator setting in a very low plot of ground. The T. E. Ibberson Co. has men here raising the 35,000-bu. elevator so that it will be 8 feet up from its original position. New foundations are being put in, new office buildings will be built and other repairs made.

Bozeman, Mont.—We have completed our new elevator and feed mill. The elevator has a capacity of 25,000 bus. and the feed mill a capacity of about two carloads of manufactured feed per day. We are manufacturing the Misco poultry, hog and dairy feeds, calf meal, etc. Everything is motor hook-up, new cleaner, a 26-foot, 20-ton Fairbanks scale, dumps, a new type distributor, steam rollers, Eureka Mixer, hammer mill, power shovel unloaders, and six Century motors. We are planning now on a 40,000-bu. crib annex to our present elevator. The warehouse attached to the millhouse is 30x104 feet long. We have a separate office just in front of the elevator on the main street, where we also have a 15-ton Fairbanks Coal Scale. Our office, which is 24x30 feet, has a full basement and furnace.—Bozeman Feed & Grain Co., by W. M. Teslow, mgr.

## NEBRASKA

Wallace, Neb.—The Wallace Mill was reopened a few weeks ago, after being recon-ditioned.

Curtis, Neb.—The mill plant and provisional stock of the Crete Mills were damaged by windstorm on May 22.

Bayard, Neb.—C. L. Bartlett, of Gordon, has bot the elevator of the Bayard Grain Co. and is remodeling it, expecting to open July 1.

Omaha, Neb.—Boettcher, Newton & Co., grain commission merchants, with offices in this city, have purchased a membership in the Grain Exchange.

Grand Island, Neb.—O. K. Brooks, formerly manager of the Taylor Grain Co.'s wire office at Lincoln, is now manager of the newly opened office here for Goffe & Carkener, Inc., of Kansas City.

North Platte, Neb.—Arthur Leflang, of Omaha, who last summer leased the elevator and 250-barrel mill here formerly operated by L. C. Carroll as the North Platte Flour Mills, is reported to have sold his lease and returned to Omaha.

DeWitt, Neb.—George Dunn has leased Black Bros.' elevator and will take charge of it July 1. Mr. Dunn's elevator, operated as the South DeWitt Grain Co., burned last January, as reported at the time.

Omaha, Neb.—Because of unfavorable crop conditions, the Dawson Grain Co. has withdrawn its membership in the Grain Exchange and is discontinuing operations here, confining its operations hereafter to its country stations.

West Point, Neb.—One of the oldest flour mills in the state, erected shortly after the Civil War, was taken down this month. The mill was originally built by Uriah Brunner and John D. Neigh. In the early days the pioneers drove 75 and 100 miles to bring their grain to this mill.

Falls City, Neb. — Hart-Bartlett-Sturtevant Grain Co., of Kansas City, will open a wire office here this week with Roy Heacock, formerly manager of the mill here, as manager. James Norton, formerly wire operator for B. C. Christopher & Co., also of Kansas City, at their St. Joseph office, will run the wire.

The following Nebraska elevator companies equipped their elevators with lightning protection during May: Colorado Milling & Elvtr. Co., Brownson (Sidney p. o.); Farmers Union Co-op. Supply Co., Clarkson; Brestel Grain Co., Dalton; Grinton Grain Co., Grinton; Kellogg Grain Co., Grant; Henry Oelling, Hanlon; Colorado Milling & Elvtr. Co., Huntsman; Lebanon Equity Exchange, Lebanon; Farmers Elvtr. Co., Lisco; Paul E. Smith, Lodgepole; Pigeon Bros., Mount Clare; Wulf & Hillman, Otoe, and Colorado Milling & Elvtr. Co., Sidney.

## NEW ENGLAND

Shelton, Conn.—The Shelton Feed Co., Inc., has been purchased by H. C. Ferris, of Bridgeport, Conn.

## NEW YORK

Lyndonville, N. Y.—On June 7 the Lyndonville Roller Mills sustained slight windstorm damage to their property.

Buffalo, N. Y.—The stork made his first visit to the home of Gene Collard, pres. of the Distributors Feed & Grain Co., on June 11, leaving there Master Charles Eugene Collard, II.

#### NEW YORK CITY LETTER

Jones & Quinn is the successor to M. B. Jones & Co., Earl S. Quinn, who has been with the company for many years, having been made a partner recently. Offices will continue to be in the Produce Exchange Bldg.

Colin A. Brown, a retired member of Clark & Brown, grain dealers of this city, died at the home of his daughter in Millburn, N. J., June 6. A medical examiner gave a verdict of suicide from gas. Mr. Brown was 76 years of age.

The death of Lester B. Howe, former sec'y of the Produce Exchange, occurred on June 13 at his home in Geneseo, N. Y., at the age of 87 years. Mr. Howe entered the employ of the local exchange in 1879 as superintendent; in 1909 he was made sec'y, which position he held until 1922. Two daughters survive him.

**Scouler-Bishop Grain Co.**  
**Consignments—Futures**  
**Kansas City                      Omaha**



The Produce Exchange memberships sold at auction on June 16 were bot as follows: David Coleman, one regular membership, \$1,475; Leonard Isbister, one regular, \$1,450; Edward Myers, two associate memberships, one at \$500 and the other at \$505; F. W. Dredge, one associate, \$510; H. C. Kranich, one associate, \$525, and Albert Wagner, one associate, \$550.

## NORTH DAKOTA

Norma, N. D.—The Norma Farmers Co-op. Elvtr. Co. contemplates the erection of a 35,000-bu. elevator.

Sherwood, N. D.—A. F. Hain has been appointed manager of the Farmers Co-op. Elvtr. Co.'s elevator, succeeding the late J. I. Spaulding.

Litchville, N. D.—A new 15-ton 22-foot dump scale and air dump will be installed in the Woodworth Elvtr. Co.'s elevator here, the T. E. Ibberson Co. doing the work.

Kindred, N. D.—The Kindred Farmers Elvtr. Co. is having the T. E. Ibberson Co. erect a new 15-ton scale and a dump. The scale will have steel frame construction. Other repairs will be made to the plant also.

Tower City, N. D.—William Pfau, manager of the Tower City Grain Co., has awarded contract to the T. E. Ibberson Co. for the erection of a new 30,000-bu. elevator. There will be a large office building, the elevator will have one leg and contain 14 bins. The buildings will be iron clad. A new type head drive will be used on the leg and a 10-ton scale will be used in the driveway with an air dump. The Ibberson Co. has men doing the work now.

## OHIO

Ney, O.—The Ney Ce-op. Co. is installing a Sidney Corn Sheller.

Waldo, O.—Wind damaged the elevator of the Waldo Elvtr. Co. on May 13.

Paulding, O.—The interior of the office of Bitner & Leslie is being refinished.

Fort Jennings, O.—The wind damaged the roof of the elevator owned by A. H. Raabe, on May 13.

Paulding, O.—The Paulding Equity Exchange Co. is replacing its stone foundation with concrete and rebuilding the sills under the elevator.

Middle Point, O.—We are building a 28x28-foot concrete floored, coal house with sufficient capacity to hold two carloads.—Ed Odenweller, Odenweller Milling Co.

Middle Point, O.—Our coal house is being rebuilt and will have capacity for about three carloads when completed.—R. C. Kephart, Middle Point Equity Exchange Co.

Toledo, O.—Archibald Gassaway, sec'y of the Toledo Produce Exchange, now the Board of Trade, for 28 years, before his retirement about five years ago, died at his home, following a two weeks' illness, on June 6. He was 71 years of age.

Grafton, O.—Since the recent purchase of the Moore-Lowry Flour Mills Co.'s mill and elevator in Kansas City, the United Mills Co., Inc., subsidiary of the Loose-Wiles Biscuit Co., Howard E. Irvin, in charge of the latter company's milling activities, has moved his headquarters from this city to Kansas City.

Toledo, O.—The Toledo Seed & Oil Co., which had been restrained on several occasions from operating its plant here when sufferers from asthma claimed that the dust from the castor beans affected their health, has obtained a permit to wreck the plant. The company is a subsidiary of the Archer-Daniels-Midland Co., of Minneapolis.

Circleville, O.—The Central Ohio Grain Dealers held a joyful meeting at the Pickaway Country Club here June 27 and discussed the provisions and purpose of the National Industrial Recovery Act. Altho several were talked into a stupor, no casualties were reported. Harry W. Heffner was chairman of the com'tee on arrangements.

Melvin, O.—My new elevator at this point, on the B. & O. R. R., has a capacity of 10,000 bus., is built of concrete and steel and has roller bearings thruout. Power is furnished by a diesel oil engine. Plant was designed and built by W. A. Linkhart, and machinery was furnished by the Sidney Grain Mch'y. Co. The plant will operate in connection with the Port Williams and Lees Creek plants.—O. W. Linkhart.

Toledo, O.—The installation of a 350-h.p. diesel engine as an initial unit is contemplated by the A. B. Caple Co., which operates an alfalfa meal plant here, now grinding the first cutting of alfalfa for this season.

Bowling Green, O.—The Hub Grain Co. has filed suit against the United States Fidelity & Guarantee Co. to recover \$5,000 on the bond of a former employe, accused of misappropriating funds. The grain company alleges that it employed W. H. Pickard in June, 1928, as manager; that it bonded him for \$5,000 with the Fidelity Co., and that later Pickard "wrongfully, fraudulently and dishonestly used the money of the grain company in speculation." Pickard was discharged Jan. 1, 1932.

Plymouth, O.—Don W. Einsel is rebuilding his elevator that burned in May, the contract having been given early this month. While the outside of the building was not greatly damaged, the interior was so badly charred that it will require practically rebuilding the entire structure. The construction will be of wood, iron clad. Mr. Einsel plans making many improvements in the elevator, especially in some of the mechanical operations. Up-to-date hopper bins will be installed. The house will be ready to receive wheat by July 15. The large hammer mill was not destroyed by the fire, and feed grinding is being continued.

## OKLAHOMA

Buffalo, Okla.—J. W. Berryman has recently protected his elevator against lightning.

Drummond, Okla.—The elevator of the Drummond Co-op. Elvtr. Co. was slightly damaged by windstorm on May 20.

Cyril, Okla.—Jack Waterbury, of Apache, has been appointed by the Farmers Union Gin Co. to manage its elevator here.

Coalgate, Okla.—R. E. Cannon & Sons, successors to S. V. Cannon, have opened a grist mill in connection with their store.

Alva, Okla.—I am starting a six-steel-tank job at this point for the W. B. Johnston Grain Co.; capacity, 45,000 bus.—Hi Ames.

Tuttle, Okla.—C. F. Gill recently completed his new mill and opened for business late in May. He manufactures chicken feed, cornmeal and flour.

Wann, Okla.—The elevator of Hazel W. Read and C. O. Ross, receivers for the Rea-Patterson Milling Co., was slightly damaged by windstorm on May 3.

Shawnee, Okla.—The alfalfa in the Shawnee Milling Co.'s alfalfa mill caught fire at 2:30 p. m., June 2, and firemen worked in shifts all the following night removing the thousands of bales of smouldering alfalfa. The only loss was the hay, the fireproof building being reported as not damaged.

Mulhall, Okla.—The elevator here has been put in shape for handling this season's crop. It will be under the management of J. E. Larrick and Houston Vough.

Jefferson, Okla.—The Jefferson Co-op. Exchange has appointed T. J. Williams manager of its elevator. Last year Mr. Williams was in charge of the Farmers National elevator at Amarillo, Tex.

Garber, Okla.—The A. R. Hacker Grain Co., of Enid, has leased the Garber Grain Co.'s elevator property here and opened for business. Minor repairs were made at the elevator and store building.

Hinton, Okla.—The Snyder Grain Co.'s 12,000-bu. elevator burned at 11 p. m., May 25, together with 3,000 bus. of wheat and 1,000 bus. of corn; loss, \$15,000; partly insured. The elevator was built in 1930, replacing one destroyed by fire in June of that year.

Waynoka, Okla.—J. L. Davis, former manager of the Co-op. Elvtr. Co.'s elevator at Spearman, Tex., has been appointed manager of the Waynoka Farmers Co-op. Exchange and also of the Farmers National Grain Corp.'s branch here, succeeding Bill Fritsch, resigned.

Yewet, Okla.—J. H. McCready, mayor of this town, is the owner of a new 25,000-bu. elevator, completed in time for handling the new crop. Mr. McCready, who has been in the grain business many years, recently sold another elevator here to the Oklahoma Wheat Pool.

Thomas, Okla.—E. B. McNeill's 40,000-bu. elevator, on the Frisco railroad, described in detail in the Apr. 12 Journals, has been completed by Hi Ames, who has also erected a 35,000-bu. elevator on the former Orient railroad, now the A. Y. R. R., for McNeill & Matthews Grain Co. These two elevators are a mile and a half apart, on different railroads and serve different communities, altho located at the same town.

Frederick, Okla.—Our 50,000-bu. elevator and warehouse here was destroyed by fire of unknown origin Tuesday night, June 20, containing 32,000 bus. new wheat farmers' storage. The plant is owned by the Henneman Grain & Seed Co., of Amarillo, Tex. It will be immediately rebuilt with a smaller but fast-handling house and adequate warehouse for farm service stocks to care for the community's needs.—Northwestern Elvtr. Co., H. A. Nachtrieb.

## PACIFIC NORTHWEST

Kahlotus, Wash.—The Kahlotus Grain & Supply Co. has extended its charter for 25 years.

Longview, Wash. — Consideration is being given here, it is reported, to the erection of an elevator and mill if a loan for this purpose can be secured from the R. F. C., altho this point already has a 400,000-bu. elevator, built by the port.



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68 Higgins Road, Winnipeg, Man.



Vancouver, Wash.—The Finnegan Russell Co. has been re-organized and the name changed to the Superior Feed Co.

Olympia, Wash.—Governor Martin has appointed Walter J. Robinson, wheat grower of Pullman, Wash., head of the state department of agriculture, to assume office June 15.

Idaho Falls, Ida.—John F. Hamilton, of the Hamilton Fuel & Produce Co., expects to open a 50-barrel mill here about July 10. Machinery is being installed in a building in the south part of town. Poultry and livestock feed will be manufactured as well as flour.

Grants Pass, Ore.—E. C. Neely and O. O. Martin, joint owners of the Josephine County Flour Mill here, are constructing a 30x60-foot ironclad warehouse adjacent to their mill, also a new office. A pellet machine will be installed at the new location and in a short time a 20-ton truck scale will be added.

Seattle, Wash.—Leo Cook, manager of the Portland office of Brown-Jeklin & Co. for many years, has been transferred to this office, succeeding John Alexander, who goes to the Portland office. Mr. Cook made many friends while at Portland and was an untiring worker for the Oregon Feed Dealers Ass'n.

Baker-Langdon (Collega Place p. o.), Wash.—Construction started on May 29 on a 100,000-bu. bulk storage elevator here for the Walla Walla Grain Growers, of crib construction with concrete foundations. All machinery will be electrically operated, as will be the truck hoist also. The house will be ready to operate by July 15.

Dayton, Wash.—Gilbert S. Harvey, resident and grain dealer of this city for many years, died at his home in Yakima on June 4, at the age of 59 years. He had suffered from heart disease for a long time, and death came while he slept. During the World War, Mr. Harvey bot grain for the Government. About four years ago he left this city to make his home in Yakima. His widow survives him.

Vancouver, Wash.—The Port Commissioners, at their meeting on May 23, voted to ask for approximately \$1,000,000 under the new Federal Public Works Bill for the construction of a grain elevator and terminal below the bridge to take its share of the grain trade from the Inland Empire now going to Portland, Longview and Astoria, the elevator being one of several proposed projects for which the money is wanted.

Salem, Ore.—Public warehouses must hereafter purchase warehouse receipts from the state, and, according to the law, by June 1 of each year. However, they were not available by that date this year, as some difficulty was experienced in framing them so as to be acceptable to banking interests at both terminals and in the country. Terminal houses say that they may not operate on the state law, as some of them are not taking in consigned wheat. Others state that unless the warehouse receipts are satisfactory to the bonding companies, they can not operate under the law.

Seattle, Wash.—The trade practices com'te of the Feed Dealers Ass'n of Washington, representing all branches of the feed trade and allied interests, met in this city, June 2. Chairman Johnstone divided the com'te into two groups, one representing retailers and the other wholesalers and manufacturers, each group being asked to work out a trade practices code. Later these codes were prepared and copies sent to each member of the general com'te. Much duplication was contained in the two codes, and a good deal of disagreement, also, which was to be expected. The full com'te met again, on June 17, at the Tacoma Hotel, Tacoma, to smooth out these difficulties.

Olympia, Wash.—The following warning to grain warehouses in this state has been issued by J. B. Fink, chief assistant director of the State Dept. of Agriculture: "There has been a practice in the past among warehousemen licensed in this state, of issuing negotiable warehouse receipts on wheat piled outside of a warehouse. For your information this practice will no longer be permitted, as investigation of the bonds discloses the fact that any wheat not contained in a warehouse is not protected by the bond and therefore it is illegal to issue negotiable warehouse receipts on such wheat. Our inspectors have been instructed, starting July 1 this year, to ignore in their auditing any wheat not confined within the warehouses proper, and if you should issue negotiable warehouse receipts on such wheat, your warehouse will be checked short and the rules and regulations governing shortages invoked."

Tracy (Walla Walla p. o.), Wash.—The 86,000-bu. elevator here, reported in the May 10 Journals as under construction for the Walla Walla Grain Growers, will be ready to receive grain by the middle of July.

Moscow, Ida.—The Latah County Grain Growers, Inc., are considering the possible purchase of the M. P. Miller Milling Co.'s storage facilities here, including both the concrete elevator for bulk grain and the flat warehouse which handles sack grain. The capacity of the two units is approximately 550,000 bus.

#### PORTLAND LETTER

It is reported that J. F. O'Bryant, formerly engaged in the grain brokerage business here, may re-enter that business soon.

Harry L. Brown, formerly associated with the Mark P. Miller interests for several years at Moscow, Ida., is now connected with the Terminal Flour Mills Co., operator of the mills at St. Johns, this city.

John Alexander, at the Seattle office of Brown-Jeklin & Co. for the last four years, has succeeded Leo Cook at this office, Mr. Cook having been transferred to the Seattle office. Mr. Alexander is not a stranger here, as his home was formerly in this city.

On account of high water, about the middle of this month, several local elevators and mills were forced to close for several days. Kerr Gifford & Co.'s 1,000,000-bu. elevator was threatened by the water, the Globe Elvtr. was compelled to remove its belts and a number of the large mills could not receive wheat.

Wheat exporting interests have organized the North Pacific Grain Export Ass'n, membership in which is confined to wheat exporters, altho export flour mills are to be invited to join and a com'te to contact them has been appointed. Officers of the new ass'n have been chosen as follows: Pres., Preston Smith; vice-pres., E. A. Sutton and Jack Campbell; sec'y-treas., Bill Wood. The main object of the organization is to work with the administration in enforcing the new National Industrial Recovery Act.

#### PENNSYLVANIA

Harrisburg, Pa.—As the firm is now operating under private ownership, the Paxton Flour & Feed Co., which operates a line of nine elevators, was recently granted a decree of dissolution by the court, after stockholders voted to dissolve the charter.

Philadelphia, Pa.—The loss sustained by J. Spencer Morrison on June 1 when his elevator and feed storehouse burned, was over \$50,000. Hundreds of tons of hay and grain were destroyed also, together with tar paper and other roofing material. Six firemen, slightly injured or suffering from heat and smoke, were treated by ambulance doctors during the fight against the flames. Mr. Morrison writes, under date of June 23: "The firm of Castor & Smith, local contractors, have started rebuilding, which I trust will be completed at an early date. Very little feed business now in this locality has made our main line anthracite coal."

#### SOUTH DAKOTA

Desmet, S. D.—A coal scale will be installed in the Atlas Elvtr. Co.'s elevator here. The T. E. Ibberson Co. is doing the work.

Groton, S. D.—G. A. Kline, formerly of Stratford, S. D., has been appointed manager of the Ferney Farmers Elvtr. Co.'s elevator here.

Bushnell, S. D.—Farmers Union, incorporated; capital stock, \$5,000; incorporators: Virtus Huebner, P. E. Norton and John Clark; to conduct a general elevator and mercantile business.

Leola, S. D.—A new 5-bin coal shed, iron clad, and a complete new office building will be built here for the Eagle Roller Mill Co. In addition to this work the elevator will be completely overhauled and repaired. The elevator building will be re-roofed, re-sided and painted. The T. E. Ibberson Co. will do the work.

Watertown, S. D.—Farmers elevators of the fourth district of the South Dakota Farmers Elvtr. Ass'n held a meeting at the Lincoln Hotel, this city, June 6, one of the principal speakers being John W. Griest, sec'y of the Watertown Chamber of Commerce. Chris Jensen, of Putney, pres., and H. A. Olson, of Sioux Falls, sec'y of the state ass'n, were present and gave talks. A meeting of the sixth district of the state ass'n was held at Huron on June 5, at the Marvin Hughtitt Hotel.

#### SOUTHEAST

Athens, Ala.—The new plant of the Athens Grain Co., cornmeal manufacturers, that replaces the one burned in March, is about completed. Altho built on the same plan as the former plant, the new one is more substantial than its predecessor.

Cooch's Bridge, Del.—About 10:30 p. m. on June 12 the mill of J. Irvin Dayett was struck by lightning and was entirely destroyed. Only slight water damage was done to stock in the elevator and nominal damage by water to bags in the warehouse. The elevator and warehouse were not burned.

Martinsburg, W. Va.—The old Parks Elvtr., unused for years, was damaged by fire, believed to have been of incendiary origin, on June 13. As many as six previous attempts have been made to burn the building, but each time the fire has been discovered in time to prevent much damage. The property belongs to the estate of the late Alexander Parks.

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Hendersonville, N. C.—My Miami doctor sent me here to enjoy the mountain air and am showing improvement. I trust with improved markets my old buddies will be getting out of the red.—Bert A. Boyd, of Indianapolis.

## TEXAS

Ireland, Tex.—Lightning slightly damaged the elevator of the Ireland Grain & Elevator Co. recently.

Plainview, Tex.—The sale of the plant of the Harvest Queen Mill & Elevator Co. was postponed from early in June to early in July. The company has been in the hands of a receiver for a number of months.

Port Arthur, Tex.—Phil Grotevant, for several years superintendent of the K. C. S. Elevator, was painfully injured in an automobile accident recently. While riding with a party of friends the car became entangled in a bridge railing throwing the occupants out. Mr. Grotevant suffered a fractured vertebra, and after spending some time in a cast expects to be back on the job within a few weeks.

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**Rosenbaum Grain Corporation**

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*Federally Licensed Storage, Consignments*

Spur, Tex.—There is an opening for a small grain elevator at this point, according to a survey of 160 cities being conducted by the West Texas Chamber of Commerce and the Star-Telegram, of Ft. Worth. Also flour mills are wanted at Dalhart, Dumas, Dimmitt and Miami, Tex.

Amarillo, Tex.—We have let the contract for construction of a 100,000-bu. warehouse, complete with fast-handling machinery for grain and modern cleaning and seed-handling equipment. There will be a warehouse attached, with 4,000 square feet floor space, also offices. The elevator will be of cribbed construction, iron clad, and will be located on F. W. & D. C. tracks. The Star Engineering Co. is the builder. Work will start immediately and is to be completed early in September.—Henneman Grain & Seed Co., A. A. Henneman.

## WISCONSIN

Webster, Wis.—C. L. Gustafson's feed warehouse burned recently; loss, \$5,000.

Cuba City, Wis.—The Cuba City Feed Mill, formerly operated by A. H. Splinter, has been taken over by M. W. Altenburg.

Sheboygan Falls, Wis.—A new feed mixing machine has been installed at the Falls Roller Mills, of which Albert Sledke is the operator.

Casco, Wis.—The B. & H. Milling Co., whose plant includes an elevator, has appointed Emil Naze manager, succeeding Charles Massart, resigned.

Osceola, Wis.—The elevator here, owned by the Archer-Daniels-Midland Co., of Minneapolis, after being closed for two years will be reopened as soon as renovation is completed.

Madison, Wis.—A compromise truck regulation bill has been prepared by the Wisconsin state administration for the approval of the legislature. The bill divides trucking into three classes, common carriers, contract carriers, and private carriers. It repeals the present ton-mile tax law, and a mile tax or alternative flat tax is imposed on the approximate rates prescribed by the present ton-mile tax. For common and contract carriers insurance for the protection of the public is required. Administration is vested in the Public Service Commission of Wisconsin. There will be regulation only for common carriers, but uniform contracts are required for contract carriers. The common carriers and contract carriers are each limited to their own field.

## MILWAUKEE LETTER

New members of the Grain & Stock Exchange include Elmer F. Paetow, of the Paetow Co., grain, feed and screenings.

The Grain & Stock Exchange Clearing Ass'n on June 7 elected the following officers: Pres., W. A. Hottensen; vice-pres., E. J. Koppelkam; treas., A. L. Flanagan; sec'y, Joseph Lers.

Feed Supplies, Inc., is the new name of the Dadmun La Budde Co., and the address has been changed from Green St. to W. Cameron Ave. The management remains the same as heretofore.

Peter E. Justen, who took a leave of absence recently on account of ill health, has retired on pension as manager of the feed department of the Plankinton Packing Co., and has been succeeded by G. W. Anderson.

## WYOMING

Hawk Springs, Wyo.—Fire, believed to have been caused by a hot box on the head pulley shaft or by the motor, destroyed the property of the Lexington Mill & Elevator Co. on June 8; loss, \$9,000.

Gillette, Wyo.—G. G. Clark, formerly county agent here, has succeeded J. W. Hanson as manager of the Campbell County Marketing Ass'n's elevator, Mr. Hanson resigning to give his entire time to his farming interests.

The Wheat Farming Co., operating 64,000 acres, and the Sledd Farm Corporation, operating 20,000 acres at Hays and Lyons, Kan., have been held by the court not to be authorized by their charters to conduct farms for profit; and on June 9 John S. Bird and C. B. White were named receivers for the Wheat Farming Co., which has assets of \$2,000,000 and only \$300,000 liabilities.

## Grain Market Analysts Hear Sec'y Wallace

Henry A. Wallace, sec'y of agriculture, addressed 750 grain and meat packing men June 21 at a dinner given by the Grain Market Analysts Club at Chicago.

The sec'y was given a rousing welcome and the hearers listened attentively; but no definite information was given, as the administration's program has not been formulated in its details.

The sec'y said he desired the co-operation of the grain dealers on fundamentals, leaving the superficialities to the trade.

He saw the 20,000,000 surplus acreage of corn as a menace to the price level of either corn or the hog eventually. The efforts of the department during the next few months, he said, would be devoted toward working out successfully the processing tax—land leasing scheme of relief for cotton and wheat.

No attempt, however, will be made to apply the limitation of production idea to hogs and corn during the current crop year.

Whether hogs and corn would be taken up next year would depend upon the demand for such action from the corn belt.

Now that prices have gone up a little there is a temptation for you to think we're back at the old game.

This thing, however, is a mere flash in the pan unless you face the facts—that there is a changed relationship with European nations and we have 40 million surplus acres.

Our dilemma is whether to retire the surplus acres from production or find a market for the surplus products. The way out must furnish a satisfactory standard of living for people back in the country, on whose buying power the prosperity of Chicago so strongly depends.

Those of you who have waged the battle so furiously for less government interference in business can easily get to a place where your choice will be either communism or some form of Hitlerism. I urge you prayerfully to consider these things.

We are bound to make mistakes in carrying out our program. We only hope that we don't make too many. At any rate we expect criticism and we will welcome it because it may help us develop a sound, workable plan of action.

## Western Grain Men's Ass'n Elects Officers

The Western Grain Men's Ass'n held its annual meeting in the form of a picnic June 11 at Resort Valhalla on Lake Shetek, 7 miles south of Garvin, Minn. About 100 grain men and their families attended.

All the old officers were re-elected: Pres., Iver Wollum, Porter, Minn.; vice pres., Chas. Danielson, Marietta, Minn.; sec'y, Elmer A. Silver, Clarkfield, Minn., and treas., Geo. W. Grohler, Dawson, Minn.

Treas. Grohler reported receipts plus former balance on hand of \$913.48, and disbursements \$352.62. The group insurance fund is \$366.64.

## Prevention of Dust Explosions

[Concluded from page 443]

be mentioned that it should be a rule in your elevators that as many windows and doors as can be opened be kept open while the elevators are in operation no matter what the weather conditions might be. This assists not only in ventilating the elevator, but also in venting pressures in event of explosion. Considerable experimental work is now being done by the U. S. Bureau of Chemistry on the subject of venting explosions. The result of some of this work has been reported in our various trade journals and its reading is recommended to you.

In closing, I wish to emphasize that the mill and elevator industry has a real responsibility in assisting in the reduction of the terrible loss of life and property due to dust explosions. Much has been done and, in this, the splendid cooperation given by men such as you has been a strong factor. After a disastrous explosion has occurred, it is too late to detail what might have been done to prevent it. The time to act is now and the suggestions I have given will, it is hoped, be of assistance to you in analyzing conditions in your own plants and determining what should be done.



# Field Seeds

**Memphis, Tenn.**—The Hall Brokerage Co. has been formed by E. M. Hall to handle field and garden seeds, with offices in the Merchandise Brokers bldg.

**Lompoc, Cal.**—The Lompoc Seed Co. has been formed by J. L. Talbott, Leslie Smith and Clifford Smith to specialize on mustard seed, beans and grain, as buyers and shippers.

**Canon City, Colo.**—O. M. Stehlin has opened the Canon Feed & Seed Co., as the only retailer of seeds and feeds in town. He will continue operation of his East Canon store.

**Milwaukee, Wis.**—The G. H. Hunkel Co., seedsmen, have outgrown their quarters and will remove to Clybourn street where they will have double the floor space in a 3-story building 80x100 ft.

**Mt. Vernon, Ind.**—The Home Mill & Grain Co. and the Fuhrer-Ford Milling Co. are co-operating with Purdue University in mounting a seed wheat cleaning machine on a truck to go from farm to farm. The equipment includes a disc separator as well as a fanning mill.

**Shenandoah, Ia.**—All of the Nebraska stores of the Henry Field Co. are to be managed by Frank Field, from Norfolk, Neb. Peter Simmons will return to Shenandoah to be general sales manager and in charge of the retail store, while Lloyd Doty is in charge of distribution between stores.

## Seed Movement in May

Receipts and shipments of seeds at the various markets during May, compared with May, 1932, in bushels, except where otherwise noted, were as follows:

FLAXSEED				
	Receipts		Shipments	
	1933	1932	1933	1932
Chicago	278,000	55,000	2,000	.....
Duluth	168,532	196,610	152,586	104,686
Ft. William	92,641	296,141	497,717	38,448
Montreal	40,000	40,500	.....	22,563
Superior	8,558	62,700	16,666	15,928
KAFIR AND MILO				
Galveston	.....	.....	1,057,856	.....
Houston	18,000	15,000	.....	90,000
Hutchinson	18,200	109,200	.....	.....
Kansas City	116,200	119,000	107,800	127,400
Los Angeles	26,000	71,500	.....	.....
St. Joseph	.....	4,500	.....	1,500
St. Louis	25,200	.....	15,400	.....
Wichita	.....	23,400	3,900	13,000
CANE SEED				
Ft. Worth	6,500	338,000	1,300	.....
Wichita	7,800	3,900	.....	3,900
SORGHUMS				
Cincinnati	1,400	.....	.....	.....
Ft. Worth	222,600	289,800	114,800	82,600
Hutchinson	7,000	7,000	.....	.....
New Orleans	3,900	1,300	.....	.....
CLOVER				
Chicago, lbs.	201,000	741,000	285,000	110,000
Milw'kee, lbs.	414,445	268,365	88,765	32,670
TIMOTHY				
Chicago, lbs.	1,196,000	1,651,000	630,000	992,000
Milw'kee, lbs.	275,590	155,255	98,200	36,290

## Directory

### Grass and Field Seed Dealers

**CONCORDIA, KANS.**  
The Bowman Seed Co., wholesale field seeds.  
**CRAWFORDSVILLE, IND.**  
Crabbs, Reynolds, Taylor Co., clover, timothy.  
**KANSAS CITY, MO.**  
Rudy-Patrick Seed Co., field seed merchants.  
**PHOENIX, ARIZ.**  
Capital Fuel & Feed Co., hay, alf., Berm., sor. seeds.  
**SEDGWICK, KAN.**  
Sedgwick Alfalfa Mills, field seed merchants.  
**WAMEGO, KAN.**  
Wamego Seed & Elev. Co., alfalfa & seed corn.

**Macomb, Ill.**—A seed house two stories high with up-to-date cleaner and all new equipment is being built by the Farmers Elevator Co.—W. G. Nelson.

**Kansas City, Mo.**—E. Chester Luck, pres. of the T. Lee Adams Seed Co., died June 12. He was born in 1875 at Richmond, Va., and in 1883 removed with his parents to Kansas City, where he entered the employ of Mr. Adams when he was 14 years old. On the death of Mr. Adams 15 years ago he purchased the company. He is survived by the widow and three sons.

## New Seed Trade-Marks

The Philadelphia Seed Co., Philadelphia, Pa., has registered the words "Park Lane Lawn Seed" as trade-mark No. 336,229 for lawn seed.

## Farm Seed Group Holds Big Meeting

The Farm Seed Group of the American Seed Trade Ass'n held its annual meeting June 26 at the Hotel Sherman, Chicago, Ill., with the largest attendance in its history, more than 150 being present.

C. C. MASSIE, Minneapolis, Minn., presided at the morning session, most of which was devoted to a discussion of the industrial recovery act, but no conclusion was arrived at.

L. M. KING, Minneapolis, who had attended the conference at Detroit recently on the federal legislation, led the discussion.

D. W. McMILLEN, Chicago, Ill., gave the leading address of the convention on "Value of Co-operation in Ass'n Work."

MR. KING then reported on the Detroit conference on the industry recovery act.

J. GEORGE MANN, Minneapolis, chairman of the traffic com'te of the American Seed Trade Ass'n, gave a report of the activities of that com'te the past year, and suggested matters of importance to be handled the coming year by the seed industry.

The finances of the group are in excellent condition, there being a substantial balance in the treasury without assessments, since the absorption of the Farm Seed Ass'n of North America into the American Seed Trade Ass'n. Membership in the group undoubtedly will be increased, a number of handlers of farm seeds being about to join the American Seed Trade Ass'n.

OFFICERS elected for the ensuing year are: Chairman, Chas. D. Ross, Louisville, Ky.; 1st v.p., Wm. Wood, Richmond, Va.; sec'y, A. H. Mangelsdorf, St. Louis, Mo., and treas., Homer Flanigan, Crawfordsville, Ind.

## Cotton Growers to Pass on Adjustment Plan

During the week of June 26 cotton growers will be asked to sign contracts agreeing to reduce acreage 20 to 40% in consideration of a cash payment by the government to them of \$8 to \$9 per acre, and an option to buy government cotton at 6 cents per pound.

Payments to those not desiring an option will range from \$7 to \$20 per acre. If a sufficient number sign, in the opinion of the sec'y of agriculture, a processing tax must take effect not later than Aug. 1. This is expected to be 4c per pound.

## Forage Seed Production in the Pacific Northwest

By ALBERT M. HAND, Portland, Ore., before Pacific States Seedsmen's Ass'n

The Pacific Northwest, including Washington, Oregon and Idaho, is developing very rapidly as a major field seed producing section.

Field seed production previous to 1915 was a minor agricultural enterprise. Small amounts of grass, clover, alfalfa, vetch and pea seeds were grown. The production except for red and alsike clover and common vetch was generally not more than enough for local demands. With the introduction of forage crop experimental work by the United States Department of Agriculture in the Pacific Northwest in 1913, very active impetus was given not only crop production in relation to values as forage but also in relation to seed production and utilization.

Red clover production has changed from just ordinary red clover to the Tennessee anthracnose-resistant and Ohio strains. The anthracnose-resistant is increasing rapidly in acreage, it is fulfilling a market demand that could not be met by the ordinary common red clover and the seed is in the premium price class. The acreage of Ohio strain is increasing slowly.

Ladino clover seed production is now centered in Oregon and seed is marketed in all sections where this variety is adapted. California is now the largest market. Ladino clover has steadily gained in Oregon as a pasture and seed crop until it is now believed that we have the biggest acreage of this clover in the United States. The principal seed producing area is Josephine County with Crook and Deschutes County next in order. The expansion of the ladino clover acreage for pasture in the state of Oregon is requiring some seed, but the recent development with the crop in California has opened up a substantial outlet in that state. There was something of a flurry when it was believed that no one could tell the difference between ladino clover and Louisiana white clover, but with that exploded last year, the ladino clover position appears to be a secure one in the California market. Following the lead of the Grants Pass, Oregon, section where ladino clover is being made into hay, there appears to be considerable tendency for Californians to become interested in this remarkable plant which is very rich in protein, calcium and phosphorus as a special hay plant for certain special trade. The Oregon ladino clover situation is in a very favorable position but better cleaning facilities are needed in some of the producing districts.

Strawberry clover, a little known plant, but one which bears watching, is being harvested for seed in eastern Oregon. This clover is exceedingly alkali-resistant and is a valuable pasture plant.

The acreage of alsike and white clover is expanding, particularly in the irrigated high altitude areas of the Pacific Northwest.

Crimson and sweet clover are developing as seed crops. With development of a disease-resistant strain of sweet clover and possibilities also of such development in crimson clover together with increased winter-hardiness these legumes are in a position to become rather prominent seed crops, especially crimson clover.

Vetches are of particular importance as a seed crop in Oregon and Washington. All of the commercial varieties used in various sections of the United States are produced there. These include common, purple, Hungarian, hairy, monantha and woolly pod. Hairy vetch seed production is increasing rapidly as the southern states are using larger amounts for growing green manure. The development of non-shattering and smooth strains are of much value in this connection.

Field peas of the spring varieties have been grown for some time but seed production was only on a small scale until recent years. Eastern Washington, northern Idaho and the Puget Sound district are now extensive producers and the production is increasing rapidly. With the introduction of the Austrian winter field pea in 1923, seed production began a very active development and millions of pounds are harvested annually and marketed in the southern states.

Alfalfa seed is grown extensively in Idaho and to a smaller extent in Oregon and Washington. Major production is of the Grimm variety. The acreage is increasing. Introduction of ladak in Oregon in 1923 was a valuable contribution by the U. S. Department of Agriculture as this variety has proved very satisfactory for sections

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CRAWFORDSVILLE, IND.

**GRAIN**

**Clover and Timothy Seeds**

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that have enough moisture for only one crop a year. It is also proving valuable for many other regions. It is quite resistant to wilt. Seed production of this variety is increasing in Oregon.

Grass seed production is of outstanding importance. Ryegrass seed has been grown in Oregon intermittently for probably 50 years but it was not until 1925 that the industry became stabilized and production assumed commercial importance. The maximum production to date was the thirteen and one-half million pound crop of 1931. Average production is around six and one-half million pounds a year. Practically all the rye grass seed grown at present is of the Italian type. Increased acreages are being seeded to English.

The State Agricultural College certified a small quantity of the English rye grass in 1932 and has received requests for certification of additional quantities in 1933. In addition to the seed characters used in identification heretofore, a new fluorescence test has been developed which appears to give very positive identification between the English and the Italian or multiform type.

**Bent grass**, rescued from the name "Bermuda grass" in 1923, is harvested in many sections of Oregon and Washington. Three rather distinct strains are of major importance: Seaside, Astoria, and Oregon. Seed production is about 350,000 pounds a year. Of this only about 1,500 pounds are Oregon and the remainder about equally divided between seaside and Astoria. Oregon bent is of recent determination. This variety has rather distinct value in that it makes satisfactory growth and produces a good sod on dry, rather poor, acid soils.

Production of forage crop seeds in the Pacific Northwest is quite localized at present and in fact has been so for some time. This is largely because of the many varied climatic and soil conditions. The mention of a few of these will be of interest.

Alfalfa, Southern Idaho and S. E. Oregon; red clover, Willamette Valley, Chehalis Valley, Southern Idaho and S. E. Oregon; alsike clover, Willamette Valley, Central Oregon, with considerable in Southern Idaho; ladino clover, Central Oregon, Rogue River Valley and Southern Idaho; vetches, Willamette Valley and parts of Western Washington; winter peas, Willamette Valley, Southern Idaho; spring peas, Eastern Washington, Northern Idaho, Puget Sound; ryegrass, Willamette Valley; timothy, Southern Idaho; bent grass, Seaside, Southwestern Oregon, Astoria, Lower Columbia River District, Oregon, Yoncalla, Oregon, District, Seaside and Astoria also grown in Western Washington and Klamath County, Oregon. In this latter section it is being grown under cultivation whereas in the other areas it occurs naturally for the most part.

## Rhodes Calculator

reduces pounds to bushels of 32, 56 and 60 pounds and shows value of farmers' grain on the same page.

**Wheat, Clover Seed, Beans, Peas, Alsike and Potatoes** tables reduce any weight from 10 to 6,000 pounds to bushels of 60 pounds and show the correct value of the farmers' load at any price from 40 cents to \$1.59 per bushel.

**Corn, Rye, Flaxseed, Kafir and Popcorn** tables reduce any weight from 16 to 5,600 pounds to bushels of 56 pounds and give its value at any price from 30 to 99 cents per bushel.

**Oats and Cottonseed** tables reduce any weight from 10 to 4,000 pounds to bushels of 32 pounds and give its value at any price from 20 to 69 cents per bushel.

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## Southern Seedsmen Meet at Chicago

The 15th annual convention of the Southern Seedsmen's Ass'n was held at the Hotel Sherman, Chicago, June 23 and 24, with a good attendance.

L. H. MIXSON, pres., Charleston, S. C., reviewed the ass'n's work extensively.

SEC'Y FRANK S. LOVE, Jacksonville, Fla., presented his report.

EDWARD A. O'NEAL, pres. of the American Farm Bureau Federation, told of "Agricultural Legislation Affecting the South."

Friday evening the annual banquet was held.

Saturday morning addresses were delivered by P. M. Parthmore, Harrisburg, Pa., on "Southern Seed Catalogs"; Elizabeth Bodger, El Monte, Cal., on "Flowers to the Rescue"; Ray Colliton, St. Louis, Mo., on "Credits," and Don S. Payson, Washington, D. C., on "Traffic."

Saturday afternoon several new members were approved for admission to the Ass'n. Resolutions were adopted thanking those who had made the meeting a success.

**OFFICERS ELECTED** for the ensuing year are: pres., Lane Wilson, Shreveport, La.; 1st v. p., Price Bunton, Louisville, Ky.; 2d v. p., Ed Hicks, Nashville, Tenn.; sec'y, Frank S. Love, Jacksonville, Fla.; ass't sec'y, A. W. Tibbetts, Chicago; executive com'te, Ray Hastings, Atlanta; A. Reid Venable, Richmond; Mrs. Catherine Traintor, Memphis, and Marion Yopp, Paducah, Ky.

Retiring Pres. Mixson was presented with a silver punch set.

Adjourned *sine die* and everyone rushed out to The Century of Progress.

**Trading in futures** is not gambling according to a decision May 30 by the Louisiana Supreme Court holding John J. Benson, farmer, liable for \$3,158.74 due Stewart Bros. Cotton Co. of New Orleans, lost in cotton and wheat futures.



A. B. Bleidt, Lexington, Ky., Deceased.

## Grain Show at Regina

The government of Canada in 1930 extended an invitation to all countries to participate in a World's Grain Exhibition and Conference at Regina, Sask.

A new building to house the exhibition was completed in the summer of 1931, and it contains nearly two miles of exhibit frontage.

The competitive exhibits will be staged down the center of the main building and will face the national educational exhibits. A small sample of every exhibit will be on display in specially constructed show cases. The displaying of these exhibits will require nearly 2,000 feet of show case and will constitute the greatest display of grains, grass seeds, clovers, alfalfa and garden vegetable seeds ever assembled. Further, the cash prizes of over \$100,000 are by far the largest prizes ever offered.

Five prizes of \$2,000 each will be awarded for the best hard red spring wheat, white spring, hard red winter, soft red winter and white winter. First prize for the special class of hard red spring is \$1,500. Generous awards will be made for rye, buckwheat, rice, millet, field peas, field beans, soybeans, flaxseed, hemp, alfalfa, clover, bent grass, Kentucky blue, Canadian blue, sunflowers and field roots. Entries were closed Jan. 31. The exhibition will be open from July 24 to Aug. 5, 1933.

Thirty leading scientific and technical men have agreed to present papers at the Conference, the sessions continuing daily from 9:30 to 12:30.

The main classification of the papers will be (a) agronomy, which will include: soils—physics, chemistry and bacteriology; cultural problems and methods; fertilizers; weeds; plant breeding and genetics; diseases of plants; experimental methods (plot work); seed production and registration; and irrigation. (b) Insect pests and friends. (c) Economics, including marketing, which will include: Farm management and costs; grading; merchandising and financing; storage and transportation; and world markets. (d) Milling and baking. (e) Agricultural machinery, which will include: seed cleaning; cultural; and harvesting. (f) General.

**Arbitrary fixing of prices** by trade organizations will be discouraged by the administration at Washington, says Gordon C. Corbaley, newly appointed consultant in food distribution for the Agricultural Adjustment Administration.

**Way back in 1899** R. Griffin wrote an article in "Nature" on "The Coming Scarcity of Wheat." Thirty-four years later the United States government is spending hundreds of millions of dollars to do away with the surplus.

## A. B. Bleidt Dead

A. B. Bleidt, for many years engaged in the seed business, passed away Mar. 5 at his home in Lexington, Ky.

He was at one time a director of the Grain Dealers National Ass'n and at the time of his death was pres. of the C. S. Brent Seed Co., of Lexington. He is survived by the widow, Katherine Bleidt.



## Patents Granted

**1,909,066. Grain Storage Structure.** Frank L. Nemeec, Minneapolis, assignor to Fegles Construction Co., Minneapolis, Minn. A series of grain bins having their walls in intersecting crossed relation, with a wall section of each bin situated within and enclosed by the walls of adjoining bins.

**1,906,395. Helicoid Conveyor System.** Oscar L. Meeks, Muncy, Pa. In combination with a conveyor housing having an end wall and a rotatable conveyor in the housing having a shaft extended thru said wall, a shield on the shaft adjacent the wall including a convolute band portion for forcing material delivered to the housing radially away from the shaft.

**1,913,115. Dust Collector.** Ward E. Guest, Chicago, assignor to Kraft-Phenix Cheese Corporation, Chicago, Ill. The cone contains a number of baffle plates depending perpendicularly from the open mouth end, the plates extending substantially across the entire width of the mouth part. The outer edges of the plates are spaced from the inner wall of the cone.

**1,914,341. Process of Treating Grains.** Lawrence W. Larsen, Marinette, Wis., assignor to Ansul Chemical Co. The process of treating grain which comprises diffusing the grain, and spraying the grain while in the diffused state with water in predetermined amount per bushel of grain and with liquid sulphur dioxide in predetermined amount per bushel of grain to form sulphurous acid of predetermined concentration upon the surface of the grain.

**1,910,793. Grain Conditioner.** Jos. L. Guinan, Omaha, Neb. A grain conditioner comprising a bin, a heating device, a chemical receiving tank, a force pump, means whereby air may be forced thru the tank, the heating device and into one end of the grain bin and means whereby air may be simultaneously sucked from the other end of the grain bin, thereby preventing back pressure on air forced into the grain bin.

**1,911,718. Hammer Mill.** Jas. C. Saunders, Bainbridge, assignor to Giant Hammer Mill Co., Bainbridge, Ga. In a mill a hammer including an arm, a head pivotally connected to the arm and provided with front and rear rows of teeth or crushing elements, the rows of teeth being arranged parallel to the front and rear faces of the head and some of the teeth of the respective rows curving in the direction of the lateral sides of the head and the remaining teeth of the respective rows curving in opposite directions.

**1,914,342. Apparatus for Treating Grains.** Lawrence W. Larsen, Marinette, assignor to Ansul Chemical Co., Marinette, Wis. In apparatus for treating grain, the combination of means for diffusing the grain to be treated; means for spraying the diffused grain with a predetermined amount of water per bushel of grain treated; and means for also spraying the grain

with a predetermined relative amount of a liquid reagent adapted to combine with the water to form on the grain a coating of liquid bleaching agent.

**1,912,375. Grain Cleaning Machine.** Harry L. Johnson, St. Paul, Minn. A grain separating machine comprising a primary pocketed separating cylinder adapted to receive material in one end and discharge a part thereof at the other end, a secondary pocketed separating cylinder for separating a relatively lesser volume of material than that of the primary cylinder disposed within the primary cylinder, and means for conveying the undischarged material elevated by the primary cylinder to the interior of the secondary cylinder.

**1,908,698. Grain Door.** Jas. Henry Edwards, Vancouver, assignor one-fourth each to John C. Popham, Samuel T. Dare and Matthew J. Phillips, New Westminster, B. C. The combination with a box car having a door opening and an outer door adapted to close said opening, a grain door normally detached from the outer door adapted to fit within said opening, means upon the outer door adapted to be brought into engagement with the grain door at divers spaced points to remove it from the opening and secure it to said outer door whereby grain door is removed as the outer door is opened.

**1,910,056. Conveyor.** Arnold Redler, Sharpness Dock, England, assignor to Redler Conveyor Co., Quincy, Mass. In a conveyor, the combination with a flexible member adapted to travel in a conduit and arranged to engage co-operatively with guiding sprockets, of transversely-disposed conveyor members each provided with an engaging medial portion rigidly attached thereto at predetermined points, said members having arms extending about and conforming in shape with the sides of the conduit, the inside edges of said arms terminating in inclined sides which intersect and provide a relatively sharp conveyor edge.

**1,909,623. Hammer Mill Cylinder.** La Mont A. McDowell, Racine, Wis. A device including a driven shaft, a plurality of spaced supporting plates carried thereby, said plates having circumferentially arranged openings adjacent their peripheries with the openings in the outer plates of smaller diameter than the other openings, pins arranged in the larger openings having reduced trunnions to be fitted in the smaller openings, one of said outer plates having an opening adjacent its periphery adapted to be aligned with any of the openings in the other plates, whereby the pins may be removed, and bolts for binding the plates together in spaced relation.

**1,903,516. Corn Sheller.** Solomon N. Revis, Ashland, Neb., assignor to Vernon Elmer Revis, Ashland, Neb. In a corn sheller, a body open at its top and bottom, a plurality of rolls journaled transversely in the body in spaced relation to each other in a horizontal row, foraminous concaves disposed below the rolls, one of the concaves being fixed intermediate thereof between two of said rolls with its ends yieldably supported, the other concave having one fixed end and a yieldably supported other end, feeder plates above the rolls forming a hopper and disposed for directing materials toward the

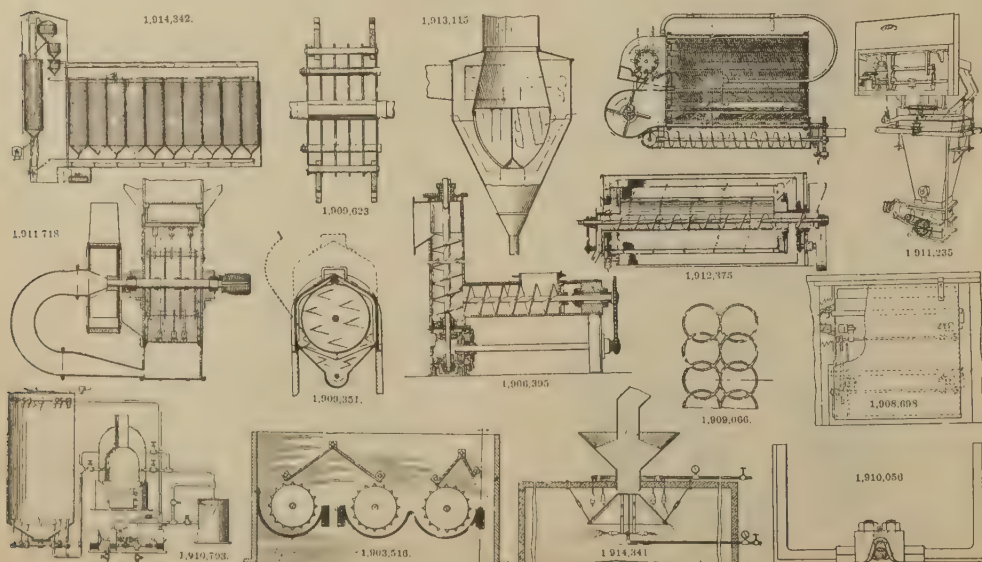
fixed points of the concaves, and connections between the rolls for operating the same in unison.

**1,907,344. Grain Separator.** Herschel Climer, Vega, Tex. In a grain separator, a rotatably mounted cylinder comprising a cylindrical frame, a foraminous cover for said frame adapted for the passage of grain, circumferentially spaced longitudinally disposed reinforcing strips secured to the opposite ends of the frame, spaced inclined fingers extending from said strips and looped therethrough disposed longitudinally and circumferentially of the cylinder, means to feed material to be separated into the cylinder, means to blow straw from the cylinder, means to blow chaff from the grain, a communicating trough disposed below the cylinder to receive the separated grain, a conveyor in each trough.

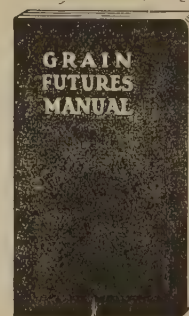
**1,909,351. Grain Cleaning Mechanism.** Arthur J. Hartley, Peoria, Ill. In a grain cleaning mechanism, a frame, longitudinal horizontal bracing member secured to said frame, a split perforated cylinder having its opposed ends bent outwardly so as to form substantially parallel radial flanges, said flanges being arranged one on each side of said bracing member, readily detachable means extending through said flanges and bracing member to secure the cylinder to the bracing member, said frame having a substantially horizontal trough below said cylinder, a removable cover on said frame above said cylinder, and means on said cover engaging the upper edges of the trough to support the cover on the frame, whereby said cover is removable by a simple vertical lift.

**1,911,235. Batch Weigher.** Jos. H. Morrow, Hokendauqua, assignor to Fuller Co., Catasauqua, Pa. An apparatus for withdrawing and weighing predetermined batches of bulk materials stored in bins, comprising the combination of a scale, a batch hopper suspended thereon, means for admitting material from storage into the hopper, the bottom of the hopper being provided with a discharge gate, electrically operated means including a motor for opening and closing the gate, a circuit for said motor and including a switch actuated by an element of the scale for closing the circuit to said motor for opening the gate when a predetermined weight of material has been deposited in said hopper, a second switch in said circuit and actuated by an element of the scale to keep the circuit open and the opening, means inoperative to open the gate if material in excess of the predetermined weight is deposited in the hopper, and a third switch actuated by an element of the scale to close the circuit to said motor for closing the gate when the hopper is empty.

The next payment by the Farmers National Grain Corporation on its remaining debt of \$15,139,086.48 is not due until May 31, 1934. May 31 the corporation repaid \$570,459.69, and it is thought that its recent heavy sales of cash wheat before the June rise was due to the need of cash to meet payments. The entire amount is to be repaid in 9 years.



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# Feedstuffs

J. Glen Miller of Yakima, Wash., has been appointed state feed inspector of Washington. He has been in the feed and milling business for 25 years, and founded the Yakima Milling Co. During the political campaign he was pres. of the "Martin for Governor" Club.

**Wichita, Kan.**—The drafting of a code of ethics was considered at a meeting of the Feed Dealers Credit Ass'n June 1, when 50 dealers from the trade territory were entertained at dinner. Among the speakers were Art Kelly, Ralph Hinman and Earl Trout.

**St. Paul, Minn.**—The 14th annual feed bulletin of the Minnesota Dept. of Agriculture division of feed and fertilizer controls lists a very large number of analyses of feeds in its 335 pages. H. A. Halverson, chemist in charge, giving special attention in an introductory article to vitamin D carriers.

**Tacoma, Wash.**—Feed dealers of this district met at the Tacoma Hotel, this city, on June 6. Hugh B. Clark, of Puyallup, presiding. Discussion of the new industry control bill and its effect on the feed business took up most of the evening. An outline of the plans proposed for operation under the new law was given by members of the trade practices com'te of the ass'n.

**Pullman, Wash.**—When corn is husked and the fodder left in the field, from 60 to 70 per cent of the food value of the crop is taken from the ears, while from 30 to 40 per cent remains with the fodder in the field and is wasted, points out E. V. Ellington, head of the dairy division, Washington State College. When the silo is used, all the food nutrients go into the silo and the loss in feeding value is only about 8 per cent.—F. K. H.

**Kingston, R. I.**—During the current season 222 samples of commercial feeds were collected and analyzed. The small percentage of serious failures to meet guaranties found in recent years was true this season. The results obtained for any particular sample may be found in the following table. Because of shortages in either protein or fat content the following brands are considered to require special mention. Two samples of High Grade Cottonseed Meal, International Vegetable Oil Co., Memphis, Tenn., were found 2.60 and 0.62 per cent below guaranty for protein. Buckeye Prime Cottonseed Meal, Buckeye Cotton Oil Co., Cincinnati, Ohio, failed to meet guaranty for fat by 0.74 per cent. Hygrade 24 Sweetened Milk Ration, Hygrade 20% Milk Ration, and Wirthmore 25 Sweetened Dairy Ration, products of Charles M. Cox Co., Boston, Mass., were found 0.84, 1.02, and 1.20 per cent below guaranty for protein, respectively. B. B. Hi Test Dairy Feed, Maritime Milling Co., Inc., Buffalo, N. Y., was found 1.08 per cent under guaranty for protein. Big Y 24% Dairy Ration, The Yantic Grain and Products Co., Norwich, Conn., failed to meet guaranty for fat by 0.63 per cent.—Rhode Island Agri.

## Feed Future Prices

The following table shows the closing bid price each week in dollars per ton of standard bran and gray shorts for September delivery:

	St. Louis		Kansas City	
	Bran	Shorts	Bran	Shorts
May 13.....	12.70	15.10	10.80	13.70
May 20.....	11.40	14.10	9.65	12.75
May 27.....	11.60	14.65	9.90	12.75
June 3.....	11.35	14.45	9.50	12.75
June 10.....	12.00	15.45	10.55	14.25
June 17.....	11.90	15.40	10.35	13.75
June 24.....	13.40	17.00	12.25	16.55

## Pennsylvania Millers and Feed Dealers Meet

The 56th annual convention of the Pennsylvania Millers and Feed Dealers Ass'n was held at Lancaster June 14 to 16 with more than 140 present.

R. M. HARTZELL, Chalfont, president, reviewed the activities of the year past.

J. E. HUNTER, of the Pennsylvania State College, explained the compounding of poultry feeds.

Thursday afternoon was devoted to golf, and on the evening of that day Attorney-General Wm. A. Schnader was the speaker at the banquet.

GEO. A. STUART, Harrisburg, sec'y, pointed to the need of additional finances to cover increased work, and a change in the by-laws to correspond with the change in name.

R. T. PARKHURST spoke on "Balanced Poultry Rations for Layers and Breeders."

A resolution was adopted praising the legislative com'te for obtaining the enactment of feed license legislation.

NEW OFFICERS elected are: pres., William B. Barnitz, Carlisle; first vice pres., W. K. Harlacher, High Spire; second vice pres., A. R. Shelby, Germantown; treas., E. J. Eshelman, Lancaster; sec'y, M. T. Stuart, Harrisburg. R. C. Miner, of Wilkes-Barre, and R. M. Hartzell, of Chalfont, were elected to the board of directors.

## Uniformity Required in Feeds

By H. M. SIMMONS, Columbus, Before Ohio Grain, Mill & Feed Dealers Ass'n at Dayton, O.

Uniformity should be the goal of every feed manufacturer.

In going over the official report I have picked out at random a few feeds over the guaranty. With protein costing an average of 5 cents per pound in five of these laying mash the value of the protein so given away ranged from \$2 to \$4.20 per ton. In a dog ration where 13 per cent was guaranteed 22.3 per cent was found, a give away of \$9.30 per ton.

Some feeds are short of the guaranty, one dairy feed containing 15.17 per cent protein where 20 per cent was guaranteed; another 2.5 per cent deficient, and an egg mash short 4.33 per cent. These feeds were offered at very low competitive prices.

Tankage was found 5 and 7.33 per cent over, and a bone meal with a guaranty of 5 contained 14.5 per cent. Without an analysis of these raw materials calculations on the mixed feeds may be quite a bit off.

Let us look at the consumer's side. His cows have been doing well on a 20% dairy ration for a month or more, after which the next batch he buys contains 24%. Such a sudden increase in the protein in the ration of a cow keyed up to capacity is harmful. If the next batch of feed tests 15.17 the decrease cannot help but be harmful.

From a cost standpoint and to retain satisfied customers it pays to keep feeds uniform.

To maintain uniformity in feeds some form of laboratory control is necessary. The manufacturer who does not have a laboratory should establish contact with some good commercial laboratory.

C. A. Cobb, Atlanta, Ga., has been appointed cotton production administrator of the agricultural adjustment administration.

## Higher Grain Prices Demand Protein Supplements

By PROF. W. B. KRUECK

Five months ago when corn was around ten or twelve cents a bushel, hog feeders could see little saving in buying protein to supplement their farm grain. Price levels upon hogs and cattle remained almost constant, and seasonal fluctuation seemed to have disappeared.

The picture looks considerably different at the present time. Corn prices are three times as high in a great many communities as they were 90 days ago. Hog prices have strengthened considerably, and typical fall prices upon hogs may develop. The weather man has been doing everything in his power to curtail grain production, and a few extra bushels of corn saved from last year's crop may look good this fall.

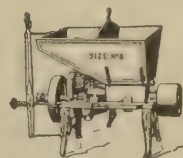
It is ordinarily conceded that 50 lbs. of a good protein supplement will save about 5 bushels of corn in hog feeding operations. It is also conceded that the use of this supplement along with some good farm grains will increase the rapidity of gain and reduce the cost of gain. It is also an established fact that hogs that are properly fed develop a greater resistance to disease, and thus good feeding is partial insurance against loss.

Farmers and feeders certainly cannot afford to take losses at this time. With grain prices increasing they cannot afford to sacrifice grain by inefficient feeding. In order to use capital efficiently they cannot carry their investment in hogs longer than is necessary. This is the time, then, to begin using some good protein.

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# Poultry Feeds and Feeding

**Lakewood, Colo.**—One-half egg was laid by one of the 4,000 hens of C. V. Swenson, who is exhibiting the freak.

**Cocoanut Meal** is used as a turkey fattener by Fred Feedymont of Roseville, Cal. He raises 10,000 of the birds a year and buys the meal by the carload, using 10 per cent in the feed mixture.

**Wheat meal** can replace up to 80 per cent of corn meal in an all mash ration without adversely affecting the growth of white Leghorn chicks. The economy of the practice depended upon the relative cost of the two feeds, as studied at the National Institute of Poultry Husbandry.

**The International Egg Laying Contest**, which started at the Century of Progress Exposition, Chicago, June 1, has the largest number of hens ever entered in such a contest, as well as the largest number of breeds and biggest representation of different states of the Union. Participating in the contest are 37 poultry clubs.

**English** poultry men practice "sex-linking" of chicks, so mating White Leghorns and Black Australorps as to produce "Austra-Whites," a cross in which the cockerels and the pullets can be told apart upon hatching. Hatcheries selling the cross guarantee sex of the birds.

## Egg Production Report

Washington, D. C., June 20.—The number of eggs produced by farm flocks on June 1 was about 4% greater this year than last but about equally below the 5 year average for that date. The number of layers was about 3% greater on June 1 and has averaged several per cent above last year's averages from January thru to June. The number of young chickens in farm flocks on June 1 this year was about 6% greater than last year but still below numbers in 1930.

The relative farm price of poultry products to that of feeds took a sharp drop in May. While the index price of eggs compared with prewar prices rose from 62 on April 15 to 71 on May 15 and that of chickens from 83 to 88, the price of feed stuffs in the poultry ration rose from 50 to 63. Compared with prewar price relations, both eggs and chickens were 18% higher than feeds on April 15 while on May 15 the price of eggs was only 6% higher and that of chickens was 4% lower.—U. S. Dept. of Agriculture.

## Continue to Feed Hens Mash

Altho low prices of eggs and an apparent abundance of range for the chickens cause some poultry raisers to discontinue feeding a good laying mash at this time of the year, this is an uneconomical practice, according to R. L. Cochran, of the Iowa State College Poultry Husbandry Department.

Many records which are available from commercial poultry farms, experiment stations and farm tests show that eggs are produced at least cost per dozen, on the average, when a good laying mash is fed the year around, according to Professor Cochran.

In addition to increasing the cost per dozen, the lack of sufficient feed to maintain bodily strength and produce eggs may influence the future producing ability of the birds. As it is a poor policy to replace all the birds in the flock each year, some of the older birds will be kept over—and this means that hens kept for the following year may be poor producers as a result of this lack of sufficient feed.

During the summer the birds are less active and if they have to rustle most of their own feed, they may not obtain sufficient nourishment unless they are fed a good laying mash.

## Factors Affecting Egg Weight

Professor Raymond T. Parkhurst in Poultry Science gives the results of experiments on the factors affecting egg weight in the domestic fowl. He says:

More attention has been paid by investigators to the number of eggs laid than to their size. The increased appreciation of quality in eggs by the buying public has led to more attention being paid by breeders and producers to the improvement in the size of the eggs they produce. The relation between egg weight and chick weight has forced breeders and hatcheries to be vitally concerned in the problem of how to maintain and improve egg size.

The results of six years of experiments from 1920 to 1926 at the Idaho Agricultural Experiment Station (Parkhurst, 1927) showed consistently and very definitely that sour skim milk was, under the conditions of the experiments, superior to other feeds commonly used as a source of protein and that a well-balanced ration gave larger eggs than a poorly balanced ration. The addition of peameal or peameal and a mineral mixture did not bring about an increase in egg size in comparison with a check pen in which there were no protein-rich feeds. Meat meal and meat scraps were found to be of about equal value and slightly inferior to tankage in their influence on egg size. Condensed buttermilk, milk curd, dried buttermilk, and milk casein were apparently about equal and somewhat better than meat meal or meat scraps, while milk whey increased egg size only slightly over the check pen.

S. C. White Leghorn and White Wyandotte pullets housed behind ordinary glass and not given adequate amounts of vitamin D gave significantly lower average egg weights than comparable pens given adequate quantities of the antirachitic vitamin. The egg size was not significantly less in the irradiated ergosterol pen than it was in the cod liver oil pen.

An all-in-one ration in pellet form gave a somewhat larger egg size than the same ration in mash form for both pullets and yearling White Leghorns.

Under the conditions of the experiment, both green feed and oyster shell proved of value in increasing egg size when supplementing "all-in-one" rations.

Fish meal proved definitely of greater value in improving egg size than peanut meal (decorticated extracted earth nut meal) and was slightly more valuable than extracted soybean meal or meat meal.

A mineral supplement did not materially increase the egg size when used with a meat meal ration, unlimited oyster shell being available.

When a standard ration was fed to Cuckoo Leghorn-Rhode Island Red cross-bred pullets, egg size was not materially affected by the feeding of extra quantities of dried skim milk.

When two rations of similar constitution and mineral analysis, but varying in protein content, were compared, there was no significant difference in egg size.

There was no significant difference in egg size for either Leghorn pullets or yearlings when fish meal replaced meat and bone meal, dried buttermilk replaced dried skim milk, or peanut meal replaced extracted soybean meal in a mixed protein ration.

A mixed protein ration did not give larger egg size than a simple protein ration.

There were indications in several of the experiments that about April or May there is a turning point in an egg weight cycle.

Further research is required to determine the relation of the protein and mineral content of the ration to the size of the eggs produced. It has not been possible to confirm previous work that proteins or minerals are of special value in regard to egg weight.

## Formula for Pheasant Chicks

For feeding pheasant chicks in the brooder the following ration has been used with good results at the game conservation institute:

	Starter (pounds)	Developer (pounds)
Ground yellow corn.....	25	20
Ground wheat .....	15	15
Ground oatmeal .....	15	15
Fishmeal .....	10	10
Meatscrap .....	5	7
Dried skim milk.....	8	10
Alfalfa leaf meal.....	10	10
Linseed meal .....	5	5
Wheat bran .....	5	5
Oyster shell flour.....	2	3 1/2
Bonemeal .....	2	2 1/2
Charcoal .....	*1 1/2	1 1/2
Salt .....	1/2	1/2

\*Fine charcoal.

The amount of food consumed varies directly with the age of the birds. One hundred pounds of the above ration will feed approximately 3,000 pheasants for one day when the birds are three weeks old.

The foregoing rations were fed as a wet mash in the morning and as a dry mash kept before the birds in hoppers at all times. Chick scratch feed is added after the tenth day. Fine grit fed after the tenth day.

The wheat acreage restriction clause of the agricultural adjustment act is not to be applied to this year's wheat crop, according to announcement June 3 from the Washington administration.

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By L. M. Hurd

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Mr. Hurd, from his experience both as a poultry farmer and college instructor, has revised the text and pictures throughout. The book contains the latest information on feeding, a complete discussion of the new vitamin G, practical information on the two-story poultry house and heating, disinfecting incubators, battery brooding and raising chicks on screened platforms, and the latest discoveries in treating pests and diseases, including Leukemia, and the newest information on disinfecting houses. This edition also describes the new methods of feeding turkeys.

This book is printed on enamel book paper from large type and well bound in cloth. Its 480 pages divided into 23 chapters and illustrated by over 200 engravings, teems with helpful, practical information. Price \$2.50 f.o.b. Chicago; shipping weight two pounds.

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## Fewer Eggs But More Money

Although calendar record poultry flocks during May produced fewer eggs per hen than in May, 1932, they made more margin between total receipts and expenses per bird because of slightly higher egg prices and larger receipts from late sale of hatching eggs.

This fact is indicated by the monthly report of calendar record flocks for May recently released by the Poultry Extension Service at Iowa State College.

The average production of all flocks was 16.6 eggs as compared with 17.7 eggs per bird for May, 1932. The 10 high producing flocks also fell off slightly in production, averaging 20.9 eggs as compared with 21.6 eggs a year ago.

Total receipts per bird during the past month for all flocks averaged 23.9 cents with total expenses of 13 cents, leaving a margin of 10.9 cents per bird. The margin per bird for the same period a year ago was 7.9 cents.

## Alfalfa Meal Production Increased

Alfalfa meal production in the United States during May, 1933, amounted to 14,588 short tons, which was the largest May production since 1928, when the output was 16,001 tons, according to the U. S. Dept. of Agriculture.

Mill stocks of alfalfa meal, May 1, totaled 14,068 tons, which together with the month's production made an aggregate supply of 28,656 tons. Shipments into trade channels during the month totaled 16,818 tons, leaving mill stocks, June 1 of 11,838 tons. These stocks were 16% less than on May 1 and 10% more than those in that position a year ago.

Alfalfa meal production, United States, 1932-33, with comparisons:

Month	1932-33	1931-32	1930-31
June	14,112	23,688	31,165
July	15,113	14,954	24,680
August	14,906	17,404	30,570
September	18,734	18,933	41,974
October	17,894	16,944	25,959
November	12,491	21,164	28,921
December	12,467	19,515	26,987
January	11,188	12,606	34,375
February	9,919	12,521	16,564
March	9,664	10,516	14,217
April	10,723	8,747	13,095
May	14,588	9,561	12,666
Mo. average	13,677	15,546	25,098

## Feedstuffs Movement in May

Receipts and shipments of feedstuffs at the various markets during May, compared with May, 1932, in tons, were:

	Receipts		Shipments	
	1933	1932	1933	1932
*Baltimore	3,481	2,676	.....	.....
*Boston	454	228	.....	.....
*Chicago	15,357	15,540	32,775	43,283
*Cincinnati	270	330	.....	.....
†Kansas City	1,960	3,100	11,400	16,440
Los Angeles	210	240	.....	.....
†Los Angeles	3,240	2,880	.....	.....
Milwaukee	2,350	550	4,260	5,190
Minneapolis	956	737	37,646	44,313
Peoria	13,100	11,940	15,485	11,041
†San Francisco	51	54	.....	.....
*Millfeed. †Bran and shorts.				

## Hay Movement in May

Receipts and shipments of hay at the various markets during May, compared with May, 1932, in tons, were:

	Receipts		Shipments	
	1933	1932	1933	1932
Baltimore	144	42	.....	.....
Boston	1,001	1,144	.....	.....
Chicago	13,334	4,208	472	4,068
Cincinnati	946	649	.....	.....
Ft. Worth	.....	88	.....	.....
Houston	540	624	.....	.....
Kansas City	2,604	4,704	504	1,668
Los Angeles	24,840	23,252	.....	.....
Milwaukee	.....	1,015	.....	.....
Minneapolis	219	911	1,283	452
Montreal	368	160	50	70
Peoria	160	70	.....	.....
St. Louis	660	.....	180	.....
San Francisco	792	1,152	.....	.....
Seattle	77	22	.....	.....

# California Hay, Grain and Feed Dealers Meet at Fresno

PRES. HAROLD BACON, of Santee, called the ninth annual convention to order at 1 p. m., June 15, at the Hotel Fresno.

WM. P. MATHEWS read the report of the memorial com'te. Delegates stood in silent tribute to the memories of departed members and friends: Walter H. Frey, George H. Seager, Waldo E. Starr.

PRES. BACON'S report emphasized the importance of legislative activities during the past year. He called the attention to the work done in connection with the mixed feeds council, the transportation com'te; co-operation with the coconut meal manufacturers in organizing a resale control program and with a preliminary organization of alfalfa meal manufacturers; action against public agency competition; co-operation with the state alfalfa quarantine bureau and with federal agricultural credit agencies.

Four directors' meetings were held during the past year to consider ass'n matters and especially financial problems. The budget was reduced to a minimum in the face of general conditions which were finally climaxed by the closing of our Sacramento bank.

President Bacon stressed the present opportunity of our industry to work out a harmonious program between our various groups, under the new federal legislation.

MR. MATHEWS read the report of the transportation com'te in the absence of E. B. Smith, chairman. The report summarized grain rate investigations under Docket 17,000; California Railroad Commission investigation of grain rates under C. R. C. No. 323; I. C. C. rate hearings under Docket 26,000. Recent reductions have been made on grain by rail carriers to meet truck competition in California applying from Imperial and San Joaquin Valley points to Los Angeles, also from the Sacramento Valley to Petaluma and the Bay region. Rail carriers have decided to change their transit rules effective July 15, to permit transit when non-grain ingredients do not exceed 30%. Regulations of water transportation companies and recent truck legislation was also explained.

JOE POWERS, Oxnard, reported his public agency competition com'te had accomplished some good results in limiting business competition from public employees. He proposed open and frank action by the industry against every instance of discrimination by public employees who enter fields far removed from their legitimate duties. Because of reduced budgets now being effected there is more reason than ever for the feed industry to demand just treatment by state, county or educational representatives.

JACK CLAYPOOL, San Bernardino, reported for the mixed feed com'te. He declared enforcement of the feed law was as essential as compliance with the egg law. The enforcement bureau can do nothing without funds, and that it would take \$10,000 a year to make this Act effective. Mr. Claypool proposed a small tax per ton on manu-

factured feeds. Discussion indicated that perhaps five cents a ton would be enough.

C. E. PATTERSON, San Francisco, said that California was one of the very few states not demanding registration of feed brands or formulas and requiring a tonnage tax. He advocated tagging all feed products and imported concentrates sold wholesale.

WELLES T. ROSS, Ontario, suggested feed formulas could be filed with an enforcement agency, that invoices could be checked locally against the tag statements concerning ingredients in proprietary feeds.

ARLO TURNER, Modesto, stated that because of the variance in protein content of different grains and concentrates, such as fish meal, that absolute enforcement of the present feed law would seriously hamper the small mixer.

KALKAR JOHNSON said the fertilizer manufacturers pay a \$50 registration fee with an additional ten cents per ton. Violations draw fines of \$50 for the first offense; \$100 and \$500 for second and third violations.

FEED LAW ENFORCEMENT.—Motion by Arlo Turner, seconded by Roy Day—that the new com'te on mixed feed be authorized to investigate feed laws of other states and the methods of financing enforcement; that this com'te present all facts to the feed mixers and manufacturers in Cali-

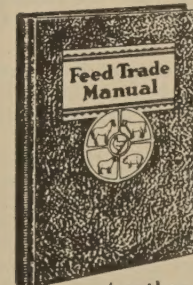
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fornia; that a membership vote be taken by the com'te on the sentiment of our manufacturers concerning (1) Do the feed manufacturers desire strict enforcement of the California feed law? (2) Should enforcement be transferred to the Department of Agriculture? (3) Will our members support a tonnage tax to finance enforcement? (Motion carried.)

W. E. KINSEY, Los Angeles, said the present chaotic conditions in the Southern hay markets were due to the milk wars and would soon be solved with a new industry stabilization program now under way.

C. E. PATTERSON, chairman alfalfa meal com'te, urged that the feed laws be enforced not only on interstate shipments of alfalfa meal or feed products but on all such products shipped locally. Each shipment should be tagged. He believes any one may refuse to receive any un-tagged product under the present law or if it does not come up to tag statements. Alfalfa meal interests have been fighting the ten cents increase in inter-coastal rates.

ARLO V. TURNER, Modesto, vice chairman legislative com'te restated the policy of the Ass'n has been to oppose new expenses in the enforcement of existing laws or any licenses or taxes to support new state bureau services. The legislative com'te fought to retain state appropriations for essential services affecting the industry, including standardization and grading of field crops, seed inspection work, and regulation of bonded warehouses. Because of the state deficit the legislature placed these services on a self-supporting basis making it almost impossible for the Department of Agriculture to continue this work efficiently. As a result hay grading will be continued only in the Imperial Valley and the Lancaster section where producers have guaranteed enough support to pay overhead costs.

Mr. Turner opposed any arbitrary state regulations and license on grain warehouses to control grain weevil infestation. He said such action is threatened in legislation coming up at the July legislative session.

**STANDARDIZATION AND GRADING.** Motion by Arlo Turner, seconded by Welles T. Ross: "that every effort be made by our Ass'n to get State appropriations replaced in the budget to provide for Hay Grading, Seed Inspection Work, and Bonded Warehouse Regulations in that the income from these services on a self-supporting basis will be insufficient to carry on the work."

GROVER B. HILL stated that hay grading was of primary benefit to hay shipments going East and did not affect hay marketed locally.

**GRAIN WEEVIL.**—L. M. JEFFERS, chief, Bureau of Field Crops declared something must be done to stem increasing warehouse infestation for the protection of the barley industry. He requested a com'te be selected with power to act for the Ass'n at a meeting in San Francisco June 28th, where all agriculture and trade interests will consider A. B. 2251—Frazier (The Weevil Bill) which is in the Senate agriculture com'te. He said that last minute amendments during the legislative rush were unsatisfactory to his department, the warehousemen and to grain interests.

T. W. McDEVITT moved "that consideration of Ass'n action concerning grain weevil legislation be referred to the new board of directors." (Motion approved.)

ARLO TURNER submitted a written brief covering the principal points in the new Federal Agricultural Relief Act and the Industrial Recovery Act. Mimeographed copies were distributed to all delegates present.

GEORGE B. MURPHY, Petaluma, discussed government poultry loans by the Regional Agricultural Credit Corporation at San Francisco. He said federal financing

plans were changing almost daily. Mr. Murphy had explained the Federal Loan Agency had arranged with co-operative organizations to check on the title of co-operative members. Under this plan the co-operative practically guarantees the title at a very low cost per loan. He suggested, the ass'n thru its members should confer with local title companies to reduce present cost of title investigation from the high rate of \$10 to \$2 or \$3 per loan. At present an average period of two weeks is necessary to complete such loans.

Mr. Murphy asked on behalf of Mr. Stubbe, that the organization use its influence with proper authorities at Washington so that poultrymen may receive some benefit. It is hoped such loans can be made under changed regulations governing the Regional Credit Corporation or else under the new home loan law.

T. W. McDEVITT, Los Angeles, gave a stirring outline of the new Federal Industry Recovery Act.

Attention was directed to recent amendments to the California Fair Trade Law and to the Anti-Discrimination Act; also to A. B. 2400 now before the legislature and to be considered in July. This bill is being amended by state business and industry groups similar to the Federal Recovery Act. Considerable discussion followed on the tremendous importance of the Federal Act and the necessity for immediate state wide action.

T. W. McDEVITT moved "that group meetings be organized under the leadership of county chairman throughout the state and that the advantages of membership be outlined under the Federal Industrial Recovery Act."

GEORGE WEBB, Sec'y, San Francisco, gave a report on the resale control program. He stated that in general this program was working out to the advantage of retail dealers and that every effort was being made to further sound retailing practices in the sale of this product.

**THE FINANCIAL REPORT** showed a cash balance of \$200 with around \$320 tied up in the closed California National Bank as of June 15th. Unpaid dues receivable were approximately \$875 on June 15th. Total expenses for the five months, January to June 1st, 1933, amounted to \$1,576.00. Legislative activities increased expenses over the closing months of 1932. Seventy-three members (or slightly over one third) out of 211 had not paid their dues.

**NOMINATING COM'TE:** George B. Murphy, J. B. Claypool and H. E. Lacey.

**NEW OFFICERS**, as nominated, were elected: Pres., Arlo V. Turner, Modesto; vice-pres., Welles T. Ross, Ontario; directors, Ben Outsen, San Francisco; C. E. Patterson, San Francisco; D. B. Hill, Petaluma; A. S. Walton, Palo Alto; Lee Barmby, Sacramento; George Cutter, Corcoran; T. W. McDevitt, Los Angeles; C. C. Hine, Los Angeles, and C. R. Silverthorn, San Diego.

**PRESIDENT BACON** presided at the dinner meeting Thursday night.

JACK CLAYPOOL warned members to carry credit accounts on their books in the name of both husband and wife. The Superior Court decided against a Riverside concern in a suit for collection of a \$500 claim for feed. Judgment was given against the husband, but the court recognized the defense claim that the chickens belonged to the wife. Feed had been purchased collectively by husband and wife over a three year period. R. E. Weldon, Clovis, reported a similar experience.

JOE POWERS, Oxnard, said something should be done about direct sales by mills.

C. A. GARDNER, Hollister, and R. S. Liston offered to help get new members in their districts.

R. D. LA VAKE, Van Nuys, brought up the subrogation of dealer claims under government loans to poultrymen.

JACK CLAYPOOL said any Code should cover the repurchases of used sacks.

A. W. HARPER said he was pinch hitting for Eddie Dial.

T. W. McDevitt told a few pointed stories. Adjourned sine die.

## Supplements Help Farm Grains

By PROF. A. G. PHILIPS

Where farm grains, such as corn and oats, are produced at home and are available, it is practical to figure out a feeding program that will permit them to be used in maximum amounts, with efficiency.

Corn or oats fed alone to livestock and poultry will not give either rapid growth or efficient results. They are deficient in certain essential nutritive elements that are necessary for the production of eggs and milk or body growth. Even though they be cheap in price, they become expensive feeds if animals and chickens are compelled to subsist wholly upon them. Pasture or range will supply some of the grain deficiencies, but not all of them, nor in sufficient quantities. All this being true, what then should be added to the home grains? The most modern suggestion is to feed a blend of "protein concentrates" made up into what might correctly be termed a supplement feed.

In a recent lecture at a field day held in Wooster, O., by the animal husbandry staff of the Ohio Experiment Station, Prof. Gerlaugh stated that a mixture of soybean oil meal, linseed oil meal and cottonseed oil meal fed to beef cattle, in addition to whole corn, gave better results in gains and efficiency than any one of these three feeds. "There is merit in a mixture of protein concentrates."

This same experiment station has used and is recommending a supplement for hogs that contains tankage, soybean oil meal, linseed oil meal, cottonseed meal, bone, limestone and salt.

Prof. Record of the nutritional division of the Ohio Experiment Station stated, at this same meeting, that in making up a supplement for farm grains—"a combination of animal and vegetable sources of protein is better than any one source of protein."

The flock of laying hens will respond profitably this summer to a mash ration (fed along with scratch grain) made up of ground corn and oats mixed with a supplement consisting of a correct blend of concentrates that are rich in protein and minerals.

## What Do You Need in Preparing Feeds?

Check below the items in which you are interested and mail to Information Bureau, Grain & Feed Journals, Chicago, and information on where to get what you want will be immediately sent you.

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Alfalfa meal	Kelp
Beet pulp	Linseed meal, cake
Blood, dried	Meat meal, scrap
Bone meal	Milk feeds
Brewer's dried grains	Minerals
Buttermilk, dried,	Mineral mixtures
semi-solid	Molasses
Calcium, carbonate,	Oyster shell, crushed
phosphate	Peanut meal
Cocoanut oil meal	Peat moss
Cod liver oil	Phosphates, rock
Charcoal	Potassium, chlorid
Commercial feeds	Iodine
Corn germ meal	Poultry grits
Cottonseed meal,	Salt
cake	Sardine oil
Feed mixers	Screenings
Feed concentrates	Sesame meal
Feeders for mills	Skim milk, dried
Fish meal	Soybean, meal
Formulas	Tankage
Gluten, feed, meal	Vegetable oil
Hammer mills	Yeast for feeding
Iodine	

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# Electric Power Costs for Feed Mills

By H. ZINDER, of Wisconsin Public Service Commission, before Central Retail Feed Association.

When your secretary advised us some time ago that a survey was being made of feed mills in Wisconsin we welcomed the opportunity to participate in obtaining as a by-product of that survey some information that would be mutually useful to your ass'n, the Commission and the utilities relative to the rates and costs of power for feed mills in the state.

**Cost of Power**—The cost of power as between feed mills may vary despite the fact that the same rates are being charged. This is due to the block form of power rate and a difference in the amount of electricity used by various feed mills. Our analysis indicated that the average cost per kw. hour for all mills included in the study for 1932 was 5.0c. The lowest reported yearly average was 3.0c for one of the larger feed mills. This customer is served on a block type of power rate. The highest average was 8.6c for a small customer who incidentally is served by the same company but in one of the districts of this company where no block type of power rate is available at the present time. Customers were grouped by utilities serving them and an average cost found for each group. As between companies the average cost of power for the various mills served and reporting did not vary materially from 5.0c per kw. hour.

The results indicated a wide variation in the kw. hrs. used per bag of seed ground. The average of all mills was found to be .81 kw. hours per bag. The lowest individual average was .51 kw. hours and the highest 1.59 kw. hours per bag. Variations in these factors due to the size of mill are, or should, according to the information I have found, be rather small. A small mill will grind almost as economically as a large mill. Some variation may be due to the type of mill. This type of variation is perhaps largely eliminated from this survey since most mills were of the attrition type. The chief causes of the variation found are probably due to the manner of operation, the type of feed ground, and the fineness to which the feed is ground. The efficiency of electric motors goes down rapidly as the load drops below 75% to 85% of its rated capacity. Hence, a mill operated at light load over long periods would have a higher average kw. hours per bag than one operated at short periods but at full load or a mill operated over long periods at full load.

The Iowa study indicated a difference between .5 to 1.1 kw. hours per hundred pounds for grinding oats as compared to barley to the same degree of fineness. These figures were for the attrition type of mills. The same study showed that for hammer mills there was very little variation in the power requirements for grinding the two types of feeds. This same study also indicated wide variations due to the fineness of grinding, but the sample taken for the study was not sufficiently large to arrive at any average figures.

This factor of the power requirements per bag is very important, particularly in view of the large proportion of total costs represented by the cost of power. A variation of .5 to 1.0 kw. hours required per bag is equivalent to a variation of 5c to 2.5c per kw. hour of electricity purchased. Inasmuch as it is a factor over which the mill operator has some control, it represents to that extent a field in which the operator may decrease his power costs through his own efforts.

**Margin Between Price and Cost of Power**—The kw. hours per bag of feed ground when related to the average cost of power determines the cost of power per bag of feed ground. The average cost of electricity per bag of feed ground for all mills reporting in the survey was 4.1c. The lowest individual was 1.9c and the highest 8.2c. Incidentally, the customer paying the highest average rate for power did not have the highest cost of power per bag. On the other hand, the customer having the lowest power rate did have the lowest power cost per bag. Considering the fact that the average prices charged by mills in Wisconsin vary at the present time from 5c to 10c per bag, the average cost of power constitutes from 40% to 80% of the total price received. Since the data were available, an analysis was made of the relationship between the cost of power and the prices charged for grinding. Again, caution must be exercised in not putting too much weight upon these figures, due to the limitations of the number of mills reporting, the accuracy of the information obtained and the fact that these generalizations are based upon averages. In spite of these limitations the results are interesting and illuminating. The average spread between cost of power and selling price varied from 3c per bag to 4c per bag as between mills grinding 4,000 bags a year to 40,000 bags a year, respectively. This relationship indicated a rather unusual condition. Generally, as the size of an industrial concern increases and the output likewise increases the selling price necessary to obtain the increased volume of business goes down faster than costs, so that the profit received

decreases per unit of product sold but due to the fact that so many more units are sold the cost of power per bag, at least, decreases total profit increases. This study indicates that the cost of power per bag, at least decreases more rapidly than the sale price necessary to obtain the increased volume of business. It is, of course, recognized that the total volume of business in feed grinding is not entirely dependent upon the price charged but has the limiting factor of the total feed to be ground in the territory served and covered by the particular mill. In some few instances cases were found where the cost of power exceeded the price received for the grinding.

Even on the basis of 4c per bag and 40,000 bags per year this represents only \$1,600.00 per year for all other expenses.

As far as our knowledge goes at the present time, there does not appear to be any characteristics of feed mill service that would justify a special classification of this type of service and lower rates compared with those offered to other power customers. Admittedly, this statement is based on general observations rather than upon results of studies.

**Load factor** expresses the per cent of the total hours of a day or month that any equipment operates. To improve load factor with a given installation requires that the grinding cover a longer period of time. This same result may be accomplished with a smaller sized installation doing the same amount of grinding as a larger installation. In this manner lower rates may be earned under the demand form of power rates and the minimum bill avoided in the case of block type of rates where the minimum bill is based on the amount of equipment installed. In discussing this question with feed mill men it appears that the usual answer is that when the farmer comes in he wants his grain ground in a hurry the same day or afternoon. Perhaps feed mills could adopt some of the technique of pricing used by the electric companies and still avoid undue complications by offering special prices if the grain is left to be ground over a longer period of time or when there is not so much of a rush on the mill. Such pricing practices are not at present peculiar to the electric industry, for in the larger communities where "peaks" of business are more likely to occur many businesses and industries have such pricing policies, from the bootblack, to the barber shop, the theater, the laundry, the hotels, and the other utilities, including the railroads. Perhaps some scheme could be worked out on a call and/or delivery system where the farmer would leave his feed and it would be delivered to him in a few days or where the feed may be called for during the week and the farmer then pick it up when he comes into town on Saturday or some subsequent day. The degree to which such schemes could be worked depends almost entirely upon such savings as the mill might be able to make as a result of lower power costs and such business that it might obtain by call and delivery that it would not have obtained otherwise. The problem would have to be worked out by each individual operator. If sufficient improvement in load factor is obtained it would be perhaps possible for the mill to transfer to a demand type of electric rate to advantage, where the cost per kw. hour would go down rapidly with each increase in use of service once the demand charges were covered. If such schemes as these are not possible then another thought would be the converting of the smaller mills in a territory to substations for the collection of grinding and the feed brought from these to a single large mill in the territory. Understand that these thoughts come from one who is largely unfamiliar with the practical daily problems of a feed mill and are predicated on the assumption that generally to continue to exist many feed mills must find some method of reducing power costs. These suggestions are in addition to the possibility of the mill producing its own power where it can be done to advantage.

**Under the block type of power rate** the principal basis upon which the cost of power can be lowered to the mill is increased use of service. In the face of existing conditions to accomplish this means increased grinding. This is perhaps a herculean task for these days since it is pushing against the stream of current tendencies. Under this type of rate whether the grinding is done in one hour or one day the cost of power will be approximately the same in most instances. The largest mill included in the survey used approximately 3,000 kw. hours per month. From the point of view of a small utility this would be considered a large power load, but from the point of view of the larger power companies and in the larger communities this would be an average or below the average size of power customer. Under such conditions it is doubtful whether the size of feed mills in general would warrant special consideration as a factor in justifying a special power rate for this service.

Where a customer has a poor load factor, as is generally the case of feed mills, this may be turned around to the advantage of the customer if the time of use of service is such that it comes when the company has ample capacity or its plants are comparatively idle. Most power companies have so-called "off-peak" provisions attached to their demand type of power rates. These provisions generally reduce the demand charges to the extent of 50% for those customers who will limit all or a part of their demands for electricity during certain months of the year during certain specified hours of the day. Generally these months are the winter months and the hours are the evening hours. The theory is that these periods when the demands upon the equipment of the company are the greatest any reduction on the part of a customer in his demand during this period may be directly reflected in the total amount of equipment that the company requires to serve its customers and therefore some credit in the form of an inducement is reasonable and justified. The questionnaire contained a request for the feed mill operators to indicate whether they could so adjust their operations to meet such off-peak requirements. Approximately 50% of the answers were in the affirmative—that they could so limit their operation. Under such conditions it is possible for the demand form of rate, with its reduced demand charges due to staying off peak, to be a more favorable rate than block form of rate. Complications arise in determining this factor since not always are the off-peak provisions attached to a rate that is available to feed mill due to its size and other considerations. The point also arises as to why some sort of similar benefit due to peak limitations of load could not be made a part of the regular block form of rates, particularly for the larger customers, as well as in the demand form of rates. These are questions and problems that the Commission must work out in the rate schedules of the various companies as they are reviewed and investigated. At the present time it appears that the normal characteristics of the feed mill use of power are such that only to a limited degree could they control their use of service.

If the customer is not satisfied that he is obtaining the best rate available it is the duty of the Commission, upon request of the customer, to make such an analysis independently and/or check the computations of the power company. At the present time the staff of the Commission has a difficult task in keeping up with the large volume of informal and formal complaints that have been filed and require consideration. However, we will be pleased to check the bills of any customer who has any doubts regarding the rate he is being charged or the methods used in determining his bill.

## New Feed Trade-Marks

Waldomar K. Clark, Mills, Mass., has registered the words "Multi-Vigor" as trade-mark No. 334,280 for food for dogs and foxes.

California Rendering Co., Los Angeles, Cal., has registered the words Kennel King as trade-mark No. 336,111 for dog and cat foods.

Argentina's senate has adopted a resolution against reduction of wheat acreage as proposed in conversations at the London economic conference.

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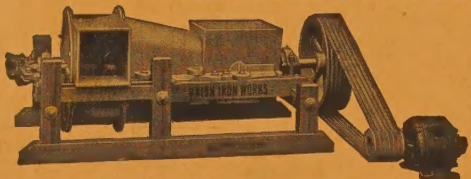
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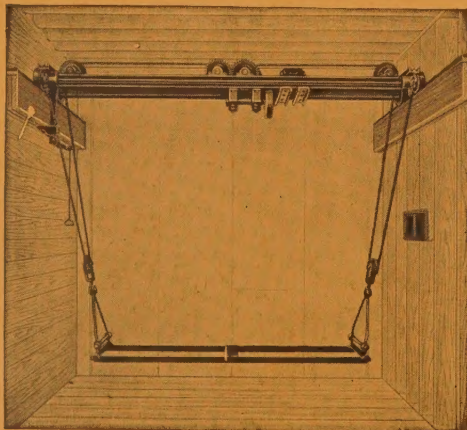


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